THE FINANCIAL POST

The Canadian Newspaper for Business Men and Investors

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BETTER INCOME FARM PRODUCTS AIDS BUSINESS

Big Volume of 1923 Crop Is Still Being Marketed

EFFORTS BRING ORDERS

National Cash Register Makes May Biggest Month in Its History—Says Conditions Fundamentally Sound

The fact that there is an unusually marked variation in the relative volume of business which different firms are transacting, is one of the significant features of the current business situation. There are firms continuing to report business worse than they have ever seen it. Not a few, on the other hand, state that their business turnover is satisfactory. An outstanding example of the latter is the National Cash Register Company of Canada, reference to whose recent convention is made in another part of this issue. The keynote running through this convention was that business in Canada is fundamentally sound, and that an increasing turnover is not so much a matter of better conditions as it is a question of the degree of vigor and aggressiveness used in obtaining new business. During May this company did the largest Canadian business in its history, and the improvement is being carried into June. Their business since the convention has increased in every sales area in Canada with two small exceptions. There may, of course, be several reasons why some find business good while others find it otherwise. What is here significant, however, is that some firms are speeding up their sales organization to do increased business. Since the war, cycles of expansion and depression follow one another in more rapid succession than formerly and business success has come to depend in no small degree upon the promptness with which a firm adjusts itself to the new conditions, and is able by putting forth a concentrated sales effort during a slack period to combat the hesitancy on the part of buyers.

Larger Farm Returns

While this so-called sales resistance is still high in most industrial centres, reports indicate that it is tending to give way somewhat in many rural communities. This is a highly important factor in the general business situation since, after all, the rural population of Canada is greater numerically than the urban population. Probably the main reason for the improvement is the large increase which is taking place in the income from certain branches of agriculture. The movement of the grain crop, for example, is proceeding in much larger volume than at this time last year. The quantity received at ports to date is approximately 24 per cent. greater than at the first of last June. The figures

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A NEW BUSINESS SERVICE

Commencing with this issue the business survey of THE FINANCIAL POST is being extended to embrace a weekly analysis of fundamental factors. The general article on the outlook will be continued on the front page. On page two various phases of the industrial, commercial and financial situation will be analyzed statistically and graphically to indicate the present situation and provide a basis to gauge the future trend.

This additional business service is being conducted by H. M. Cameron, until recently superintendent of the Foreign Trade Department of the Royal Bank of Canada, formerly lecturer in economics in Columbia University, New York City, and for a period special lecturer in economics in McGill University. Mr. Cameron is now a member of THE POST'S staff.

Canadian Conditions

Car Loadings—Year to date—	1923	1924	
	1,012,554	1,108,918	+9.5%
Building—Four Months—	1923	1924	
	$33,140,417	$26,411,010	—25.4%
Bank Clearings—Four Months—	1923	1924	
	$4,466,340,359	$4,716,278,718	+ 5.6%
Grain Movement—Receipts to date—	1922 crop	1923 crop	
	293,036,435	362,960,679	+23.8%
Savings Deposits—Chartered Banks—	1923	1924	
	$1,218,295,721	$1,192,589,899	— 2.1%
Current Loans—By Banks—	1923	1924	
	$1,058,236,482	$1,006,912,916	— 5.1%
Net Dominion Debt—	1923	1924	
	$2,430,202,552	$2,409,326,639	— 8.6%
Railway Earnings—Four Months—	1923	1924	
C.P.R.	$49,906,000	$53,502,000	+ 7.2%
C.N.R.	74,745,176	75,835,721	+ 1.4%
Balance of Trade—Twelve Months—	1923	1924	
Exp.	$945,295,837	$1,058,553,297	+11.9%
Imp.	802,579,244	893,335,491	+11.8%
Bal.	142,7[illegible]	165,217,806	+15.7%

Builders Go on Strike Against Wage Increases

From Our Own Correspondent.

ST. JOHN.—On the strength of plans under consideration at the first of the year, masons and bricklayers assumed that there was to be a big building season in 1924 and struck for $1.14 per hour. Eventually they compromised for $1 per hour. But in the meantime the prospect of increased building costs put a damper on construction programs. The result is that many of the projects have been postponed and it is estimated that at least 70 per cent. of the bricklayers and masons are idle. The situation has indicated that builders as well as workers can go on strike.

AMERICAN FIRMS TO COMPETE FOR CANADIAN ISSUES

Find Difficulty in Meeting Present Active Demand

From Our Own Correspondent.

NEW YORK.—The flotation of the recent $2,600,000 Province of Manitoba issue in this market is regarded here as an answer to the statement so often made in Canada in recent weeks, that hereafter Canada would handle all her own financing. Much has been heard of this prediction in local bond circles recently.

Bond dealers interested in Canadian securities tell THE FINANCIAL POST that with the demand that at present exists in the United States for gilt-edged Canadians, Canadian houses can expect from now on to encounter strong competition from this side of the line for new Canadian issues. The business recession of the past few months has stimulated the demand for bonds to such an extent that the dealers' shelves are clear and many of them are finding it extremely difficult to obtain issues of the type demanded by their customers.

NATIONAL REVENUE IS DROPPING OFF

Promises to Have Effect Upon the Taxation Policy of the Government

From Our Own Correspondent.

OTTAWA.—A decrease of $9,554,000 in customs and excise revenue during April and May is in a fair way to confront the Government with a perplexing revenue problem before the year is out. Customs collections are down $1,698,000, and excise taxes, which means pretty much the sales tax, are down to the extent of $5,901,000.

April is usually a rather lean month, but May is usually better. This year, however, the falling off during the latter was quite as marked as during April. Nor is there much likelihood of marked improvement during the next few months. The public is importing less, and in addition there is a longer free list with reduced duties on some articles. It is also true that prices are gradually falling, which means a lower basis on which to collect taxes.

It is probable that sales tax collections are, to some extent, being reduced through the rebates now being made to manufacturers. Additional exemptions and the reductions in this tax will take away about $2,000,000 a month. In the meantime the income tax is bringing in slightly less.

The shrinkage in revenue is bound to play a considerable part in the tariff discussion. Protectionists will argue that with revenue from both the sales tax and income tax falling, there is no help for it but to make the tariff an increasing source of revenue.

ATTENTION FOCUSED ON PRICE OF SILVER

Rumor That U. S. May Buy More Dollar Silver—East Is Buying

Silver is now bringing the silver mines around 67 cents an ounce with the premium on United States funds bringing the net return to the mines of close to 70 cents. There are rumors that the United States may purchase more dollar silver. Senator Pittman has been pressing for this, attacking the treasury for not having purchased the full amount of silver provided for in the Pittman Act. It is stated that this fact, along with a growing demand from the east, has caused the silver prices to strengthen. Credence to the reported possibility of the United States buying more silver is lent by the fact that the copper mines of the United States are now in a bad way. If they got a dollar for their silver they would push ahead production, which is to-day lagging badly. Cobalt, Lorrain and Gowganda mines plan to benefit by the higher silver price. Already new activities are taking hold.

Base metal prices are almost stationary.

BUSINESS PEOPLE FRANKLY DISCUSS CANADA'S FUTURE

At C. M. A. Meeting Some Members Talk About Country's Destiny

From Our Own Correspondent.

MONTREAL.—The sectional problems of Canada came in for considerable discussion at the Canadian Manufacturers' Association meeting and some frank speaking was done by at least a few of the members. The reports of the various branches removed from the central provinces—British Columbia and the Maritime Provinces—were tinged with the color of discontent. Freight rate questions seemed to cause the most annoyance. One Maritime manufacturer said that if his factory had been in Montreal, the amount that would have been saved on freight rates on his company's products in the past five years would have enabled them to wipe their factory off their books and earn big profits besides. This was Ganong, the chocolate man, who read out the report of the Maritime section in the absence of the chairman.

Want Lower Freight Rates

The Maritime members stated frankly that they felt they were entitled to lower freight rates on goods to the upper provinces. When industry first began to develop in the Maritimes and natural products were the bulk of the revenue, the normal and reasonable market was in New England. Construction of a railway line to New England had facilitated this movement of Maritime products southward.

The upper provinces, to get Nova Scotia into Confederation and to strengthen Canadian national unity, had built the Intercolonial to give Maritime producers markets elsewhere in Canada. It was never intended that the Intercolonial should pay. Now the Maritimes were faced with the dual problem that their United States markets had been seriously cut by high tariffs and their upper Canadian markets could not be reached profitably because rates on the Canadian railway lines were being established on a basis to make the lines pay. The Maritime members felt that they were entitled to lower rates, even at the expense of the rest of the country. They justified their demand on the ground of national unity and on the bargains of Confederation and on the ground that the Central provinces were given transportation subsidies in the form of government canals and the Western provinces in the shape of the Crows' Nest Pass rates.

The attitude taken by some other members was that it was not time to discuss lower freight rates; not at least until the deficits on the Canadian National Railway were wiped out.

It was surprising to hear so many manufacturers discussing the question of Canada's future; the necessity of adjusting political and fiscal conditions in the country to give Canadian people further heart to build up a strong Canadian nation alongside of the vastly more prosperous and populous United States. C. J. Bodley, the Toronto baker and confectioner, made a frank address along this line that was at the same time a plea for greater faith in our own natural resources.

Bankers Showing Disposition to Meet Public on Inspection

Mr. Neill's Acceptance of Proposal Regarded as Significant Because he is Vice-president of the Canadian Bankers' Association

CONTROL OF BRANCHES AND RATES SUGGESTED

Although there may still be differences of opinion among the big bankers as to the advisability of government inspection, there can be no doubt that the acceptance of the proposal by C. E. Neill, before the Banking and Commerce Committee, was regarded as coming from the vice-president of the Canadian Bankers' Association rather than from the general manager of the Royal Bank. Sir John Aird, president of the Bankers' Association, is in England.

Mr. Neill's willingness to accept government inspection as a method of meeting public opinion and restoring confidence, is regarded as indicating a realization that the action of the government is in accordance with the demands of the great mass of the Canadian people. It would have been more effective had it been an official statement from the Bankers' Association and had it been made before rather than after the announcement of the government. However, there can be no doubt that influences are at work to banish the petty jealousies which have prevented constructive action on the part of the Association in regard to matters affecting relations with the public.

Now that inspection has been decided on, the great question is as to how it will be worked out. Admittedly a very great deal depends upon the chief administrator of the act as well as upon the act itself. A measure of head office supervision or inspection under the direction of a capable experienced banker would undoubtedly serve to check such weaknesses as have been revealed in bank failures of the last quarter century, and this without involving a detailed branch inspection which would be very expensive and so cumbersome as to interfere with the operations of the machinery of business.

A leading banker makes the proposal to THE FINANCIAL POST that now that we are to have inspection it would be advisable to appoint a banking commission with powers to not only make inspection but to control the opening and closing of branches and to deal with complaints regarding interest and discount rates charged, loans called or refused, etc., etc. He believes that there are hundreds of branches throughout the country more than required for the efficient transaction of banking business, with the result that rents and other overhead charges are eating up what might be used in paying better salaries to efficient managers and other staff members. A controlling commission could undoubtedly help to repair this situation and would provide a court of appeal for customers with complaints; these complaints, seldom justified in view of all the facts, gain wide circulation and are a big factor in creating feeling against the banks and the Canadian banking system.

OTTAWA.—The testimony given before the banking and commerce committee by Vice-president Neill, of the Canadian Bankers' Association, who, as general manager of the Royal, is considered one of the ablest bankers in the country, is interpreted here as possibly marking a new chapter in the attitude of the bankers generally to Parliament and the public. If many more bankers of the Neill type come along and testify, the Bankers' Association will soon be a popular body around the House.

Of course, Mr. Neill was careful to say that in giving testimony he spoke only for himself, and added that possibly all that he said might not be endorsed by all other bankers; but it is taken for granted that the vice-president of the Canadian Bankers' Association must have quite a following among bankers generally.

What possibly most impressed the committee was Mr. Neill's frank statement—"What is in the interest of the country is in the interest of the banks." This was the keynote of his whole remarks. This statement came during the course of his remarks on the subject of agricultural credits. Asked if he favored such a policy he said "yes," and he would be willing to do what he could to help bring it about.

Speaks for Association

This openness of mind was also evident in his references to Mr. Ladner's proposed plan of insuring savings deposits of $3,000 and under. Mr. Neill frankly said he didn't like it. Asked if he was prepared to study it, he said he was. Asked further if he was prepared to submit it to the Bankers' Association for study he readily said he was. He has a way of using "absolutely," that indicates readiness to comply with a reasonable request.

During the whole of this three hours on the stand there was an absence of anything that might be considered a sparring with questioners. If he did not care to answer a question he promptly said so. But if he took this attitude it was not through apparent resentment on the ground that members had no right to make certain enquiries. What is more, he met the members of the committee on their own ground. There was nothing lofty in his attitude, and at

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Super-Power System to Serve Southern and Western Quebec

Ottawa Valley and Eastern Townships Being Slowly Covered by Power Companies in Control of Nesbitt, Thomson & Co. and Their Associates in Power Financing

From Our Own Political Correspondent.

MONTREAL. — Is there another super-power system in process of formation in the province of Quebec? Recent events seem to indicate that this is the case; that a group of companies extending from Ottawa and Hull to Sherbrooke is being formed under one control to supply light, heat and power to many communities in Western Quebec, Eastern Ontario and the Eastern Townships.

The other day announcement was made that a new company is being organized to take over both the Hawkesbury Electric Light and Power Company and the Western Quebec Power Company. Some financing will shortly be announced by Nesbitt, Thompson and Company. The Hawkesbury Company develops and supplies power in the Ottawa valley, supplying energy in the municipalities of Hawkesbury, Grenville, L'Orignal and Calumet and also supplying power to the Vankleek Hill Electric Company. The Western Quebec Power Company has been supplying power to many Ontario towns further between Hawkesbury and Montreal and to Quebec towns west and north of Montreal.

Link With Ottawa and Hull

The amalgamation of the two companies brings into being a strong organization able to serve what is a rapidly growing and at present very prosperous area. The companies control certain sources of power and the Western Quebec Power has been purchasing power from the Cedar Rapids plant of Montreal Light, Heat and Power.

The Nesbitt, Thompson group have also been intimately connected with the Ottawa and Hull Power Company and the Ottawa River Power Company further up the Ottawa River. In the Eastern Townships practically the same group controls the Southern Canada Power, which supplies electric light and power to Sherbrooke and practically the whole of the Eastern Townships. Southern Canada Power is developing power at the present time at Hemming Falls on the St. Francis River. In the past it has developed only a small amount

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J. E. Aldred Brings U. S. Bankers To See Canada

From Our Own Correspondent.

MONTREAL.—J. E. Aldred, the Americo-Canadian financier, who built the Shawinigan Water and Power Company, had a party of New York, Philadelphia and Chicago investment bankers in Canada this week looking over various water power companies in the St. Maurice Valley. The bankers represented concerns that have in the past been identified with the financing of Shawinigan, St. Maurice Power, Quebec Power, Laurentide Power and others of Mr. Aldred's interests in Canada.

Hydro Bonds Losing Favor

The tendency of large investors, especially in the United States, to demand more complete statements from Canadian provinces and municipalities, when asked to buy their bonds, has attracted the attention of bond dealers. Recent happenings indicate some apprehension in certain quarters lest the immense investments made by the Province of Ontario and municipalities in the province in public enterprises may later involve them in difficulty. A recent incident is significant. An institution had arranged to purchase a large block of city bonds, subject to satisfactory legal details and approval of the purpose for which the money would be used. When copies of the by-laws were submitted it was found that some of the bonds were issued to provide funds for the Hydro. While the company accepted delivery of the other bonds, the order for those issued for this purpose was cancelled.

Coming at such a time, the effort of the Hydro Commission to increase its revenue through higher rates does not reassure such investors that the enterprise has been meeting all necessary charges.

LOOKING FOR MORE PAPER FROM EUROPE

Expert Thinks This Would be the Effect of Adoption of Dawes' Report

From Our Own Correspondent.

NEW YORK.—That opinion differs widely in the paper industry regarding the possible effect of any marked recovery of European commerce and industry upon the American paper market, is indicated by an interview which THE FINANCIAL POST was accorded by a paper expert just returned from a trip through the European paper exporting countries. While the opinion is more or less generally held among papermakers in the United States that any marked recovery in Europe would have the effect of curtailing exports of pulp and paper to the United States, this gentleman felt that the contrary would be the case. He felt that the adoption of the suggestions of the Dawes Report, the revival which would inevitably follow in European commerce would be followed by an increase in exports of overseas pulp and paper, principally to the United States. Preparations were already being made in Germany, he said, to increase exports of all kinds of German manufactures in the event of the Dawes Plan winning the support of France and Germany.

INTERNATIONAL PAPER MAY NOW CHANGE POLICY

Interesting Rumors Regarding Company's Plans for Canada

OFFICIAL ATTITUDE

Statement Issued is That no Important Changes Will be Made—Activity in the Common Stock

From Our Own Correspondent.

NEW YORK.—The election of A. R. Graustein to the presidency fo the International Paper Company, to replace P. T. Dodge, now chairman of the board of directors, has given rise to a number of rumors regarding the future policy of the company which have only been partially suppressed by denials issued by both the board and Mr. Dodge.

Rumor has it the election of Mr. Graustein presages a marked change in the company's policy both in the United States and Canada. It has also been intimated that the company plans to stop making newsprint in the United States and turn its American plants into power stations, whenever possible.

Support for the first of these rumors is found in the fact that Mr. Graustein, the new president, apparently represents the so-called Chace interests of Boston. Mr. Malcolm Chace, it is being pointed out, headed the group of minority shareholders which a few years ago took exception to the policies of management of the company. While, during the past year or two, it is said that the hatchet was buried between the management and the minority group, the wiseacres will have it that the two groups have again fallen out and that the "minority" group is no longer entitled to that designation. The election of Mr. Graustein as the active head of the company and the fact that some 31,000 shares of the company's common stock changed hands in the week ending May 31, are accepted as proof of this theory. Mr. Graustein has been a close business associate of Mr. Chace for a number of years, is a large stockholder and is known to have some knowledge of the paper industry. Ordinarily International common changes hands at the rate of about 1,500 shares a week. To have 31,000

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McCrea Making Use of Post's Mining Issue

W. A. Doner, FINANCIAL POST representative, who has gone to England to personally look after the placing of the National Mining number of THE FINANCIAL POST in the hands of the proper people, is meeting with a fine reception. One of the first men he met in London was Hon. Chas. McCrea, Ontario's Minister of Mines. Immediately he saw the mining issue of THE POST, he, always alert, commandeered 250 copies for his own personal use. Mr. Doner, in a cable, says Hon. Mr. McCrea has had a wonderful reception and plans to leave for home about the middle of the month. Mr. Doner has cabled for an additional supply of National Mining Numbers, which means that there will be an even greater distribution of the issue in England than was at first anticipated.

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Bank Offices Abroad

The Bank of Montreal has old-established banking connections throughout the world. Its own offices in financial centres abroad are situated as follows:

GREAT BRITAIN: *London* 47 Threadneedle Street, E.C.2
9 Waterloo Place, S.W.1
FRANCE: *Paris* Bank of Montreal (France)
6 Place Vendôme
UNITED STATES: *New York* 64 Wall Street
Chicago 27 and 29 South LaSalle St.
Spokane, Wash. Riverside Ave. & Stevens St.
San Francisco British American Bank
(Bank of Montreal Auxiliary)
MEXICO: *City of Mexico* Avenida Isabel la Catolica No. 40
Puebla Avenida Reforma No. 106
Vera Cruz Avenida Independencia No. 23

In the West Indies, British Guiana and West Africa, the Bank of Montreal is represented by the Colonial Bank (of London), in which it has an interest.

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Start to save now and lay your foundation. Save seriously—save consistently. For money in the Bank is the buffer against misfortune and the barometer of future prosperity.

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Reserve Fund 19,500,000
Total Assets 220,000,000
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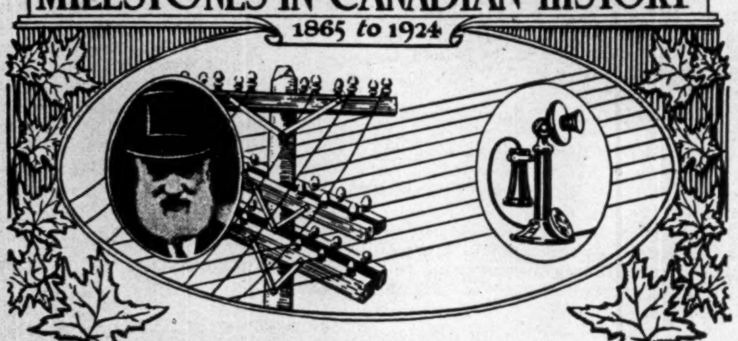
MILESTONES IN CANADIAN HISTORY
1865 *to* 1924



1877 saw the beginning of what has since developed into one of the most potent forces of our modern life—the Telephone, invented by a Canadian, the late Alexander Graham Bell.

In 1877 the first telephone was used commercially in Hamilton, Ontario.

It was in this year that Andrew Thomson was elected to the Presidency of the Union Bank.

Mr. Thomson was president for thirty years, and much of the Bank's progress was due to his sound judgment, far-seeing vision and wise counsel.

UNION BANK
OF CANADA
958

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The Business Outlook

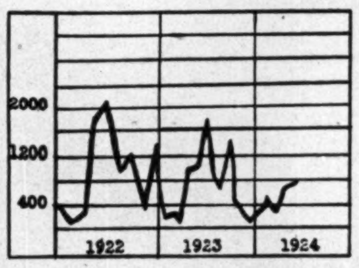
BUSINESS IN MARITIMES IS FAIRLY STEADY

Building Activity Less But Fishing Industry More Stable

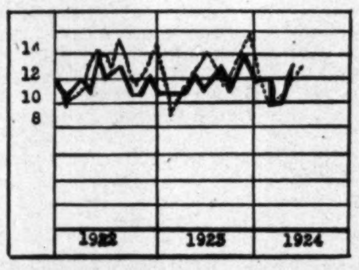
The various barometers of business conditions in the Maritime Provinces indicate a level trend with only seasonal and temporary fluctuations. Building has experienced a decided seasonal movement, as normally, but no secular upward trend is evident. The spring expansion in building is much less marked than in 1922 or 1923, and existing conditions do not indicate that any marked building program will be carried out during 1924. The even trend is further emphasized by bank clearings figures, which stand at the same level as two years ago. While employment figures improved noticeably during 1923, as indicated in Chart 2, they are back again to a relatively low percentage. These indexes reflect the condition of purchasing power and are, therefore, indicative also of the trend of wholesale and retail business.

One industry which can scarcely be represented graphically, but which has been enjoying more prosperous conditions, is the fishing industry. According to advices received, the market is considerably improved. A price of $8 per quintal is expected, as against $6 last year, and foreign markets are said to be in a healthy condition. Failures are lower than at this time in 1923, and bottom seems to have been reached in this respect.

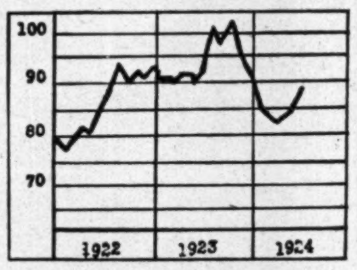
Maritime Provinces



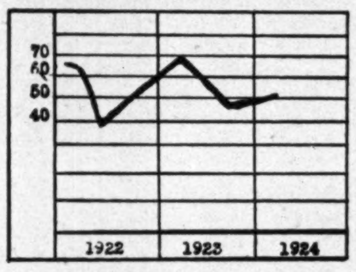
Building Contracts (000 dollars)



Bank Clearings, Halifax (dotted) and St. John (000,000 dollars)



Employment (per cent.)



Business Failures

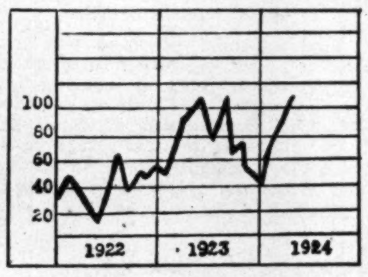
The Position of Iron and Steel

The statistical position of the steel and iron industries in Canada, as illustrated in the accompanying graphs, is strikingly similar to that of the same date last year. A steady upward trend of production has continued since the beginning of the year, until the high point of last summer has been reached in steel production, and almost reached in pig iron output. The stocks on hand in both steel and iron, however, are smaller this year, and we should normally expect production figures to exceed last year's. In the interval, however, the lower duties on steel have become operative. What the ultimate effect of these tariff changes will be is yet too early to forecast. According to a statement recently made by an official of the British Empire Steel Corporation, a decline in output of possibly 500 tons daily may result. On the other hand recent reports indicate a quickening tendency in the steel market. Up to the time of the passage of the new budget, orders from implement manufacturers had been steadily increasing, but were cut off, temporarily at least, by the uncertainty consequent upon the tariff changes. The market situation at the end of May was satisfactory and no immediate price decline was predicted.

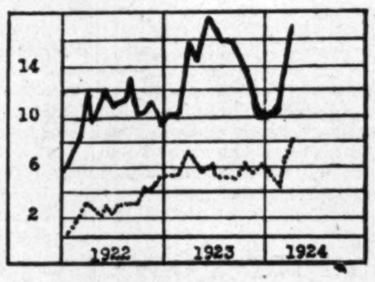
As indicated in Chart 3, steel and iron imports (heavy line) increased steadily since January as was the case last year. The export situation was showing a distinct improvement, our most important market being the United States, except in the case of rolling mill products of which Japan was the largest buyer.

The employment situation as depicted in Chart 4 has improved steadily since the beginning of 1923 and has almost reached the high point of 1922. At the beginning of May the employment percentage was 81.2. This and the other factors indicate the strong statistical position of the steel industries, but, as stated above, any opinion on the probable effect of the tariff changes is merely a guess.

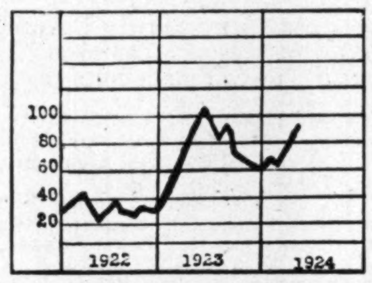
Iron and Steel Industry



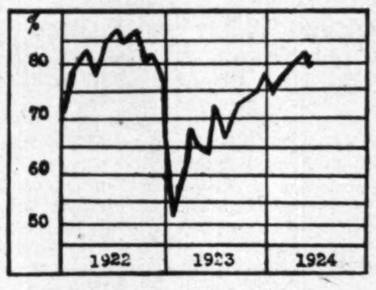
Steel Production (000 tons)



Exports (dotted) and Imports (000,000 dollars)



Iron Production (000 tons)



Employment (per cent.)

TARIFF RULINGS

Canadian and Foreign Decisions of Interest to Exporters and Importers

Grenada.—A new schedule of import duties declared effective includes some changes of interest to Canada. Increases of 50 per cent. of the former duty have been made on wheat and flour, unmanufactured tobacco and wine.

India appointed a tariff board last summer. This board has issued a report recommending protection for the iron and steel industries.

India.—Among certain changes in the Indian tariff schedules are the following: Spraying machines used for agricultural purposes, and component parts thereof, as defined, free of duty; rubber tires and tubes used exclusively for aeroplanes, 2½ per cent. ad valorem; undipped splints such as are ordinarily used for match making, 4½ annas per pound; veneers such as are ordinarily used for making match baxes, including boxes and parts of boxes made of such veneers, 6 annas per pound. Rupee (16 annas) equals 81¼ cents.

Norway. — Extensive changes have taken place in Norwegian tariffs. A surtax of 33 1-3 per cent. above regular ad valorem duty is levelled on carbide of calcium; boats and yachts; belting; castings; many kinds of machinery. Other surtaxes of varying rates have been put in force.

New Zealand has agreed to grant permits for the importation of bran and pollard and to suspend the duties thereon, so long as the present shortage of those products in that country continues. The permits will expire two months after date of issue.

Turkey. — Lumber imported into Turkey for raisin and fig boxes and shooks is placed on the duty free list while the importation of boxes and shooks, contrary to the previous announcement that they had also been placed on the free list, has been prohibited.

The import duty on wheat imported into Turkey is to be increased from 150 to 360 piasters per 100 kilos, and on flour from 475 to 1,140 piasters per 100 kilos, effective September 1.

CONVENTION OF N.C.R. FOLLOWED BY RECORD SALES

Results Justify Confidence in the Business Situation

Convinced that conditions are sound and that better business is warranted, the National Cash Register Company of Canada, called a big convention in April. High executives, leading salesmen and department heads came from the United States.

The sales force gathered from all parts of Canada. The plant was closed for two days and all employees attended the meetings. Fifteen thousand dollars was the cost of the two days' effort to prove to the whole organization that more business is merely a matter of going after it—of being convinced and convincing others that hard times talk is not justified by conditions.

In May the company did the biggest Canadian business in its history and the improvement is being carried into June. The salesmen went back to their various fields, from coast to coast, with the idea that business was to be had if the proper effort was made, that there was nothing in conditions to warrant continued depression. The result was that every sales field in Canada showed bigger returns for the succeeding month with the exception of two small territories in Western Canada, where crops were poor last season.

From this experience of the N. C. R. the business community can take several lessons. One is that staff conventions, even when organized at considerable expense, can be made to show returns if they are planned along proper lines and are called to take advantage of the right situation. Another is that there has been a real improvement in the situation so far as buying power in Canada is concerned. And another is that there is business to be had by the concerns which go after it in the right way.

In the case of the National Cash Register Company, this special effort was made after a thorough survey of the situation in Canada convinced the executives that there was no justification for declining business under the conditions prevailing. From the results which have been obtained they are convinced that any depression being felt at present is largely a state of mind and that business has not reflected the improvement in fundamentals which has actually taken place. And they believe that the improvement they have made in their business can be extended if other companies will follow their example. To this end they have accompanied their effort with a widespread publicity campaign to reach every merchant in the country telling of the convention and submitting the facts and figures which were used there to show that "Conditions are Right." Following are some of the statements:

"The tide has turned in the prairie provinces. I look for 1924 to be a good year."—D. C. Coleman, vice-president C. P. R.

"United States capital will flow to Canada. Capital knows no flag; it always goes where the greatest returns are to be secured."—Sir Henry Thornton.

"Business revival this year. More cash circulating. Canada every reason to face coming year with confidence." —J. E. Dalrymple, vice-president C.N.R.

"Dominion of Canada's budget balanced. Canada coming back with vigor and courage."—Hon. E. Lapointe, Minister of Justice.

"Canada is one of the wealthiest countries in actual wealth, in money on hand, and in the banks belonging to the people."—Lt.-Col. J. B. Maclean, president MacLean Publishing Co.

"We can all look forward to good business."—H. D. Burns, assistant general manager, Bank of Nova Scotia.

Some years ago in the United States during a period of business depression, President F. B. Patterson of the N. C. R., was convinced that there was an improvement not generally recognized in the business community. He organized a convention along the lines of that recently held in Canada, with similar results. What the company accomplished then was made a factor in establishing business stability throughout the United States and what has now been done in Canada should have a similar effect in restoring confidence in the present situation in this country.

MINERS ASK COURTS TO STOP NEW LEVY

Would Defeat Lewis Effort to Collect $100,000 Strike Costs

From Our Own Correspondent.

SYDNEY.— Because individual miners have taken legal action to avoid payment of a 50 cents a week levy imposed by President Lewis to enable U. M. W. District 26. to pay off $100,000 in strike debts incurred in January, about $15 000 in "check off" funds is said to be tied up at the pay offices of Besco in Glace Bay. Officials of the company and of the men will not discuss the matter. Action has also been taken by the miners to prevent the checking off of more than 50 cents a week to the town of Glace Bay for poll taxes. Practically everything in the nature of public funds in Glace Bay is worked on the check off system through the company's pay office, including even the men's weekly donations to the various churches, doctors, hospitals, and so forth, and it forms a clerical burden of which the pay officials would gladly be rid.

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ROUTE THROUGH HUDSON BAY NOT PRACTICAL ONE

This is Conclusion of Engineer After Close Study

WHAT RECORDS SHOW

Cheap Ocean Rates Are Not Compatible With the Unusual Risks Involved in Voyage Through Straits

Under the caption of "An Economic Examination of the Hudson Bay Railway Project," an interesting and instructive paper was read recently by W. Nelson Smith, F.R.S.A., before the Winnipeg branch of the Engineering Institute of Canada. The writer takes an unbiased view of the project, and simply presents the facts as they appear to him.

As compared with other trade routes, Hudson Straits combines four of the worst menaces to shipping, namely, bad weather, fog, ice, and a lee shore, all of which in the estimation of a responsible sailor, effectively prevent such a route from being classed as a good road.

As ships have been entering and leaving Hudson Bay on various commercial ventures for the past 250 years, it is foolish to say that the Hudson Bay route is not feasible for a few ships per year, when they are not operated on a time schedule, but can come and go at their own pleasure. This is particularly true when they have a shape of hull that can lift out of the ice when caught in the pack, this being the way in which government survey steamers, sealing steamers, whalers and the Hudson's Bay Company's ships are constructed. But even after listening to the account from navigators who have sailed in and out of the bay and straits, always under the foregoing special conditions of ship construction, and always able to take their time in dodging ice packs or waiting for them to break up, it is equally foolish to jump to the conclusion that such a route is commercially feasible for cargo steamships of standard build, that must operate with certainty and regularity, on a competitive basis.

For instance, the Hudson's Bay Company has run one and sometimes two ships per year in and out of the bay, specially constructed to withstand ice packs, and they invariably wait for the most favorable ice conditions to enter and leave the bay on this schedule of one or two ships a year. Contrast this with the frail construction of the most economic type of freight-carrying steamship, of which there must be operated at least one per day in order to transport of Northern Europe the possible maximum of 16,000,000 to 24,000,000 bushels of grain that the open season will permit to be carried through this route. Such cargo ships will not run anywhere unless they can make a profit for their owners, and they cannot compete with existing grain routes unless they can ply to and fro with the certainty and regularity that enables them to make profitable voyages from existing Atlantic ports and maintain competition in trans-Atlantic grain rates. The conclusion that navigation conditions through the straits will permit a profit to the owners of standard cargo ships, and a material reduction in grain rates that will inure to the benefit of the Western Canadian farmer, is not yet warranted by any issued statement of facts that I have been yet able to discover. This particular route to the Atlantic does not have the characteristics of a good road.

We can light up this route with lighthouses, wireless and even aeroplanes, but after it is lit up ships can still do nothing but take their chances in dodging the packs of heavy Arctic ice, even if they are warned about them in time. All the aeroplanes or wireless in the world will not help any ship of any build or shape to work its way through a field of ice masses 25 feet or more in thickness, which it may find in its path, warning or no warning. The ship will simply have to wait somewhere until the obstruction breaks up and opens a lane wide enough for safe passage, however wide that may be, and however long it may take. This cannot but affect regularity of movement and tend to make the cost of steamship charters on any basis, higher than it would be if this uncertainty about hold-ups along the route did not exist. In trying to evade the gamble on rates due to variation of supply and demand, you are substituting a gamble with time.

The question of reinforced ships is still to be examined from a technical standpoint. The cheapest ocean transportation, which is what is most desired in this connection, can only be furnished by the most economical type of ship; and if such a ship has to be altered or strengthened or have her cargo-carrying capacity reduced, she cannot earn a return upon her cost during the months when she cannot be employed in Hudson Bay traffic. All these variations, these ifs, ands and buts, cost money that must be added to the freight rate. Either standard ships must be employed to get minimum rates, ships that can work in other parts of the world, as soon as they are through with the one or two Hudson Bay trips per year that they could possibly make, and at rates that include a gamble against time, or else a special fleet of ships must be provided, which can only make one or two round trips per season between Europe and Hudson Bay, and the rest of the time must either not be operated at all, or be operated under conditions where they cannot commercially compete with other vessels of the same size. Under these circumstances, which cannot be disputed by anyone having a knowledge of the facts, if the country puts up the money to buy the Hudson Bay Railway project, it is a good road that the country would be paying for? Cheap ocean freight rates are absolutely not compatible with unusual risks or anything that can add to the uncertainties of a sea voyage.

ALBERTA MINERS IGNORE CALGARY BOARD OF TRADE

While the Operators Make Bid For Public Support

From Our Own Correspondent.

CALGARY.—Public sentiment is growing strongly against the miners in Alberta in their strike. This has been particularly emphasized owing to the refusal of their officials to reply to a questionnaire sent out by the Calgary Board of Trade. The board believed that replies to the questions it asked would enlighten the board, and incidentally the public, on some of the underlying issues out of which the strike developed. William Sherman, president of District 18, intimated through the press that he did not attach any importance to the questionnaire, nor to the Board of Trade.

The Western Canada Coal Operators' Association, on the other hand replied to the board in a clear and comprehensive manner setting forth the grounds for the position taken by it in its negotiations with the United Mine Workers of America.

In reply the association points out that wages comprised 65 per cent. of the cost of production; that such wages had since 1915 increased with regard to underground workmen in percentages varying from 109 to 166 per cent., that surface employees' wages had increased in percentages varying from 164 to 234 per cent; that the operators' proposal of a reduction by the amount of the cost of living or war bonus of $1.17 a day represented but one quarter of the average increase per man since 1915; that this was a more moderate reduction than the 27½ per cent. reduction recommended by the Knowles Conciliation Board in 1922 under living conditions similar to those now existing; and that competition with American coal and fuel oil with mines outside the association in Alberta paying from $2 to $2.50 less per employee per day, necessitated a readjustment of the wage scale if the mines were to remain in business and retain their markets.

A settlement of the present strike on a basis which would enable the operator to win back markets he has lost, and to look forward to the securing of additional markets from which he is now shut out, could not fail to result in steadier employment throughout the year for his employees with as its natural corollary a reduction in the present high price of coal to the public.

The fact that the miners' officials have deliberately ignored the Calgary Board of Trade, and that they are evidently not desirous of availing themselves of the opportunity of leaving the public to judge whether their wage demands are fair, has created a most unfavorable feeling so far as they are concerned.

LOOK FOR LOWER RATES TO WEST

Little Likelihood of Opposition by Railways to Restoration of Crow's Nest Basis

MONTREAL.—The suspension of the Crow's Nest Pass Agreement—a partial restoration of which so far as it applied to rates on grain and grain products from the West to the East, was effected on July 6th, 1922, but which was continued in respect to the rates on all other commodities mentioned in this agreement by legislation enacted in 1922 for a period of one year, and which legislation also invested authority in the Governor-in-Council to continue the suspension for a further period of one year—will automatically expire on the 6th of July of this year.

From present indications, there is little likelihood of any opposition developing on the part of the carriers to the complete restoration of the rates provided for in this agreement, according to the Transportation Committee of the Canadian Manufacturers' Association. This will result in substantial reductions on the rates from the East to the West on such commodities as green and fresh fruits; agricultural implements; iron and steel articles such as bar, band, Canada plate, galvanized sheets, pipe and pipe fittings, nails, spikes and horse shoes; wire of all kinds; window glass; paper for building and roofing purposes; roofing felt; paints of all kinds and oils; livestock; wooden-ware and household furniture.

B. C. Only Province to Adopt 48-hr. Week Law

British Columbia is the only province to adopt the most important of the International labor draft conventions passed in Washington back in 1919. At the last session of the legislature it passed a 48-hour week law to come into force on 1st January, 1925. Agriculture, horticulture and dairying are excepted, and the provisions of the Act are only to be put into operation in respect to any particular industry, after a Board of Adjustment representing the Government, labor and employers shall have heard representations from interested parties.

OTTAWA LIKELY TO GIVE AID IN FARM CREDITS

Emergency Measures Are Being Considered by Government

SOME ARE INSOLVENT

Dr. Tory Suggests Change in Bankruptcy Act to Enable Winding up of Farmers in This State

From Our Own Correspondent.

OTTAWA.—As a result of the recommendations made by Dr. Tory, before the banking and commerce committee of the House, who favors the government taking at this session, emergency measures to meet the pressing debt situation among the farmers of the West, it is probable that the government may ask parliament for enabling legislation that would empower it to make advances to the provinces on the same principle as those made for housing and for highways.

It is impossible to say what amount will be named, but Dr. Tory, who was loath to suggest a figure, thought that a sum not exceeding $10,000,000 would meet the needs of the situation just now. He did not think that more could very well be handled. Larger sums were suggested by some members, but Dr. Tory refused to be drawn out in support of them.

There is no doubt that Dr. Tory's views have made a strong impression on the committee, and that on the whole it is ready to back him up. The demand for relief comes the strongest from Alberta, but the suggestion respecting such advances had hardly been made when Mr. Caldwell from New Brunswick spoke strongly on the need of doing something for his province. This brought out the fact that any provision made would have to be of a Dominion-wide character.

The question then came up, what was to be done about the pressing situation now existing in the West, and which called for immediate action. Dr. Tory admitted that this would hardly wait on the passage of such legislation as he had suggested, so under the circumstances, the best course to take would be to have the government secure from parliament the power to make advances to the provinces along the lines of the housing and highway schemes. This would meet the situation until the desired permanent system could be worked out.

Through questions put by Hon. H. H. Stevens it came out that there are three groups of farmers. The first class consists of those who being entirely solvent, have good mortgage security and easily get loans; the second class is made up of those whose security is not quite as good; while the third class, which is found chiefly in the northwestern states, has not security of a nature that can secure for them the necessary advances.

It soon came out that the third class could not be helped through such an organization as the U. S. farm loan board, and the question arose, what was to be done with them?

It was admitted by Dr. Tory that probably quite a number of western farmers would go into insolvency, and that it was better that this should be recognized. The trouble was that under the debt-adjusting functions of provincial officers, compulsion could not be exercised, and it was considered advisable that the Bankruptcy Act should be amended so as to give power to wind up farmers in this state.

One of the ideas is that the affairs of these insolvents shall be adjusted so that they may be permitted to work themselves back into a condition where they can provide the security that will enable them to take advantage of the farm loan board. If the latter is established it is expected that it will absorb existing provincial loaning organizations.

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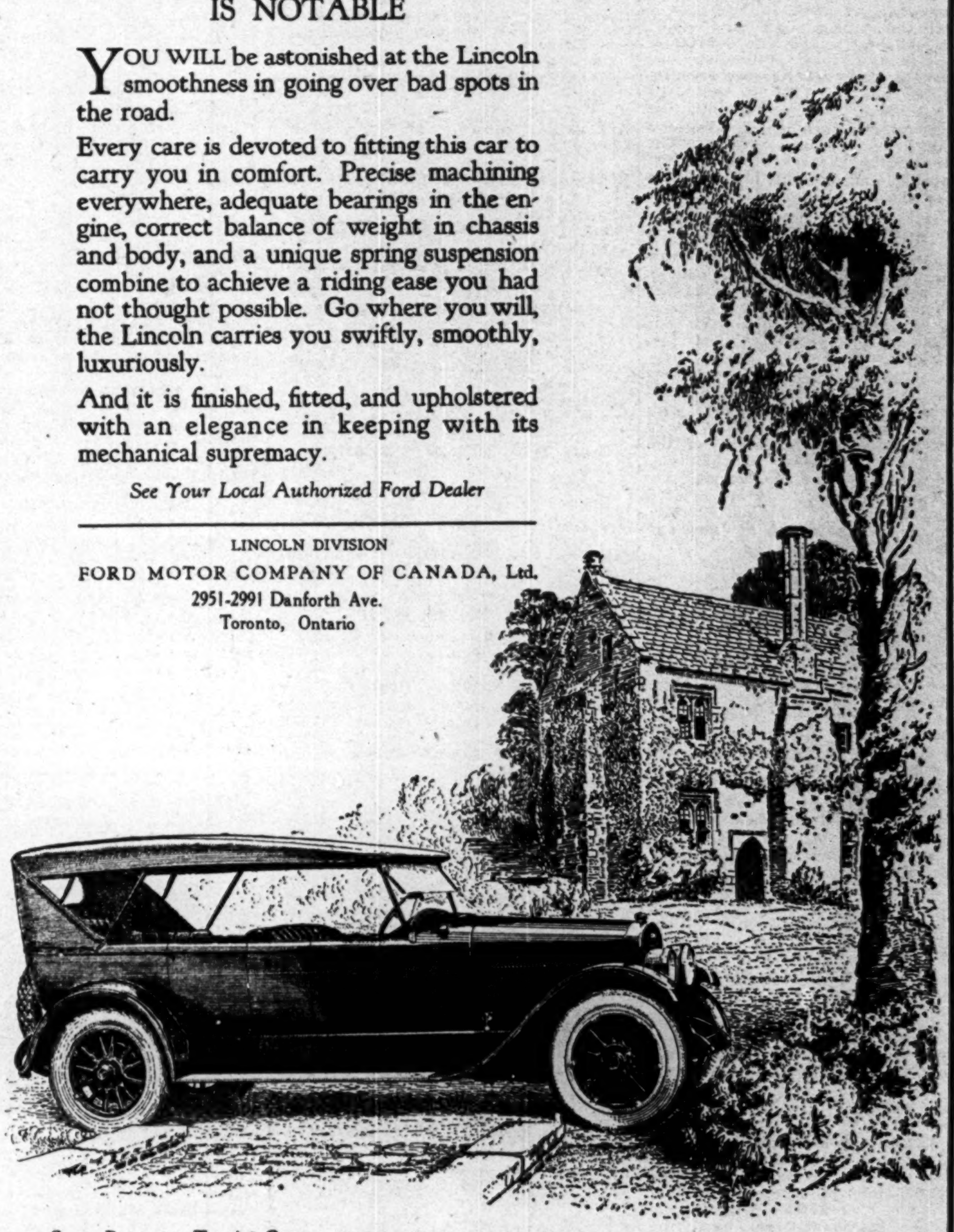

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News and Views for Investors

SPANISH RIVER

Spanish River issues were subject of pressure on Wednesday, the common breaking from 109⅛ to 105½, and the preferred from 116½ to 114½. The only explanation advanced is the old one that the possibility of a merger with Abitibi is again remote. Abitibi common lost 1½ points.

TORONTO RAILS

Toronto Railway shares are being taken up around 91½ and ¾ now. In two weeks time the Privy Council is expected to hear the appeal against the arbitrators award and the consequent court decision fixing the price of the road and also setting out just what properties are to be taken over by the city as being a part of the system.

DOMINION LINENS

That tariff reductions, depreciated European currencies and lower European wages played havoc with the operations of Dominion Linens was brought out at the annual meeting. Machinery of Flax Spinners, Ltd., is to be sold to a new U. S. concern and stock accepted for payment. President D. M. Sanson said that the company would retain its lands, building, etc., and the stock of the U. S. Co. pledged with a trust company in lieu of the equipment. Dominion Linens has guaranteed the bonds.

TUCKETTS

Tuckett Tobacco earned the preferred dividend of 7 per cent. and the common of 4 per cent. by a good margin during the last fiscal year's operations, allowing $121,270 to be added to profit and loss when all charges were taken care of. That the year was a good one is shown by the fact that the earnings applicable to common shares, $8.84, was double 1923 and 1922 also. No doubt a great portion of this increase was due to the absorption of the Canadian business of Tobacco Products Corp. The company is in a strong position, having a working capital just under the two million dollar mark.

CANADA BREAD

Attention is called to Canada Bread common by the directors making the second dividend declaration, covering the second quarter of the year. It was one per cent. Earlier in the year 4 per cent. was paid, 3 per cent. to apply to 1923 and the 1 to the first quarter of 1924. Canada Bread production has now reached a new level having recently passed the total of 1,000,000 loaves of bread per week, or considerably over 52,000,000 yearly. President Bredin says the cake business is excellent. The busy season for the cake trade is just approaching and a real big business is expected.

MOUNT ROYAL HOTEL

Comparative reports for the first five months of each year presented Monday at the meeting of the directors of the Mount Royal Hotel Company, Limited, showed an increase of business at that establishment during the period just terminated as against the similar part of 1923. The general business was better and the report indicated an increase in the net earnings in comparison with last year's experience.

In reviewing the business of the Mount Royal, it was stated that conditions were excellent, the booking being exceptionally heavy. It was pointed out that the hotel has booked six conventions during the month of June, and for one of them, that of the New York State Bankers' Association, 700 reservations have been accepted.

MAPLE LEAF MILLING

Maple Leaf Miling's annual report is expected soon for the fiscal year ending March 31. It has been somewhat better year for the company, and one marked by a number of changes and expansions. New funds were made available by the placing of a $2,000,000 bond issue, while income also gained materially by the resumption of dividends on Canada Bread common, of which issue Maple Leaf has a substantial holding. During the year there was a change in management and the chief result looked for from this, a better export business, has been achieved. The 1923-4 export business proved more profitable than did that of the year previous, and domestic business was also better. Recent flour export results are said to be 50 per cent. better than a year ago.

ASBESTOS CORPORATION

Of interest to investors in the securities of Asbestos Corporation is the conclusion reached in the June circular of the Canadian Bank of Commerce, that exports within the course of the year have been greater than the amount mined. The circular says:

"During the fiscal year ending March last, 228,016 tons of asbestos were exported, as compared with 166,586 tons during the previous fiscal year, the values being respectively $8,678,164 and $7,107,046. In 1923 more asbestos was mined than ever before, but the value of the product was low and profits unsatisfactory. This was due to a falling off in the demand from Germany and Australia. Before the war these two countries consumed about 80 per cent. of the asbestos mined in Canada. Another factor in reducing the price for the Canadian product has been the development of asbestos mined in South Africa. In 1922 there were 216,804 tons produced, valued at $7,364,259, or at $33.97 per ton, as compared with $81.99 per ton in 1920, when 179,891 tons were produced, valued at $14,749,048. From the trade reports for the last fiscal year it would appear that the volume exported was in excess of the amount mined within the course of the year."

B. C. PACKERS BUSY

VICTORIA.—Preparations are being made all along the coast in opening up the salmon canneries, the operators anticipating a big catch this year. Last year only one or two plants were operated on the Queen Charlotte Islands; this year all the outfits will be in use. It is expected that a total of about fifty canneries will be in operation during the coming seas.n.

INTERNATIONAL PAPER

Earnings of International Paper Co. and subsidiaries for the first quarter totalled about $575,000 after charges, or around $2.90 a share on slightly less than 200,000 shares common stock outstanding. Earnings for the first five months have been running slightly higher than the rate last year when net earnings were $11.59 a share for the year. These earnings are the result of strong demand for newsprint and additional revenue from sales of hydro-electric power, although sales of specialty paper are low.

Public Utility Earnings

JAMAICA PUBLIC SERVICE

March—	1924	1923
Gross earn.	$50,012	$41,094
Oper. exp. and taxes ..	33,522	26,709
Net earn.	$16,489	$14,385

PORTO RICO

	Apr. 1923	Apr. 1924	Incr.
Gross	$110,285	$124,268	$13,983
Net	35,019	42,347	7,327
For Four Months			
Gross	$440,983	$485,032	$44,048
Net	155,306	189,737	34,430

BARCELONA TRACTION

	Apr. 1924	Apr. 1923	Change
	$	$	$
Grs. earn.	4,546,660	4,264,756+	281,904
Oper. exp.	1,869,611	1,498,100+	371,511
Net earn.	2,677,049	2,766,656—	89,607
Agg. grs. frm. Jan. 1	19,315,579	17,945,102+	1,370,477
Aggr. net frm. Jan. 1	11,823,682	9,459,401+	2,364,281

NORTHERN MEXICO POWER

	Jan. 1923	Jan. 1924
Gross	$ 47,549	$ 55,872
Net	35,036	43,041
	February	
Gross	$ 44,184	$ 53,509
Net	29,738	40,282
	For two months	
Gross	$ 91,734	$109,381
Net	64,774	83,324
	March	
Gross	$ 46,070	$ 57,322
Net	32,238	43,758
	For three months	
Gross	$137,804	$166,704
Net	97,012	127,083

CALGARY POWER COMPANY
Comparative Statement of Monthly Earnings

	1922		1923	
	Gross	Net	Gross	Net
Jan.	$26,349	$21,406	$26,285	$21,076
Feb.	20,792	15,833	19,468	14,541
March	20,510,	15,577	19,756	14,829
April	25,723	20,864	25,940	21,208
May	25,722	20,940	25,495	20,321
June	25,730	20,873	25,757	19,736
July	25,719	20,626	25,649	19,974
Aug.	25,556	20,670	27,186	21,546
Sept.	25,540	19,768	27,909	22,766
Oct.	25,225	19,377	31,429	25,105
Nov.	25,168	19,837	32,148	26,412
Dec.	23,642	18,616	30,701	24,508
	$295,676	$234,387	$317,723	$252,022

Railway Earnings

CANADIAN NATIONAL RAILWAYS

March	1924	1923	
Gross	$20,669,619	$19,312,733	
Oper. exp. .	18,376,553	19,615,636	
Net	2,293,066	Def. 302,903	
Three Months			
Gross	$56,782,628	$53,991,964	
Oper exp. .	54,227,186	57,564,919	
Net	2,555,442	Def. 3,572,955	
Week end:	1924	1923	Change
May 31	$6,526,554	$6,681,766	—$155,212

CANADIAN PACIFIC RAILWAY

Week end:	1924	1923	Change
May 31	$4,528,000	$4,542,000	—$ 14,000

MARKET SEEMS TO HAVE REACHED THE LOW FOR PRESENT

Fluctuations Narrow—Stocks Now Believed to be in Strong Hands

DIVIDENDS HIGH

Next Market Move Will Likely Be in Individual Issues if Shareholders' Return Is Cut

Stocks which fluctuated a point one way or another during the past week were very rare. Out of 166 securities listed on the Canadian exchanges only 48 changed prices and in a number of the groups there was not one that moved more than a fraction. In fact most of the gains and losses shown in the following table were of a fractional nature. In a word the market was a little more neglected than usual. In the past there has been the usual crop of issues subject to favorable or unfavorable news and these have supplied the market with a little interest. The last week saw even this feature missing. The table on fluctuations follows:

	Gains	Losses	Unch.	Total
Banks	4	3	4	11
Paper	3	3	7	13
Steel	1	7	11	19
Milling	3	2	9	14
Utilities	3	6	9	18
Tractions	3	3	9	15
Textiles	1	2	11	14
Industrials, etc.	3	2	57	62
	21	28	117	166

This stagnation of the market leads to the belief that for the present the liquidation of holdings is at an end. This season is generally marked by selling prior to the summer holiday period. Brokers seem to think that the market is going to escape this experience this year for the reason that the weak holdings are pretty well thinned out and the major portion of the stocks are now in the hands of holders that will be likely to hold on for an improvement in the market position.

Rather a remarkable feature in regard the market decline is that there have been few dividends passed. The result is that at the present quotations there are some stocks that are giving a good return. This is a duplicate of the condition existing on the New York exchange, and a difficulty in sizing up the situation is that it is hard to decide just how far the Canadian markets have been carried down in a sympathetic movement with the break at New York and how far they have been carried down as a factor in discounting the business depression.

Hayden and Stone raise some interesting points in regard to the present condition of the New York list and many of these apply to the Canadian lists. They make the point:

"There has rarely been a time when so many stocks were selling to net, ostensibly, ten to fifteen per cent. on their current dividend rate. This implies, of course, doubt as to the continuance of the current rate, a doubt which we fear in a number of instances is only too well founded. It is well enough to continue a dividend not being earned for a limited time on the prospect of early return of earning power, but this process can be carried only so far."

From the speculative point of view they say the situation would be sounder if these dividends were reduced and proceed to size up the present situation by balancing the two conflicting forces which are holding the market in a position of stalemate. They say:

"On the constructive side is the financial situation, with abundant credit at low cost, a strong technical position, with comparatively small borrowings, stocks in strong hands and an insistent demand for high-grade securities for the employment of idle funds. On the other side an unbalanced economic condition, with union and unskilled workers demanding, and in most cases, receiving, very high wages, while prices of farm products and raw commodities are at such low figures that there is no profit in their production or in most lines of manufacture. Ordinarily, such a financial condition as we have to-day would make for rising prices in stock equities, but the paucity of industrial profits and the uncertainty as to how long this will continue, and whether corporations will be able to maintain current dividends induces extreme caution."

They go on then to express some interesting views as to what they think will happen to the market. It will continue until there is a readjustment. From this it is clear that they expect some dividend cuts. This, of course, would affect individual issues and hardly depress the whole market.

Closing of Mine May Wipe Out Whole Town

From Our Own Correspondent.

SYDNEY.—Unless appeals to the provincial government result in immediate assistance, it is feared that the mining town of Inverness, a place of 3,500 people, will shortly be wiped off the map.

Owing to lack of capital, the operators have been unable to continue development work in the Inverness mine, and it is now stated that under present conditions the producing life of the pit cannot be more than three or four months.

The Eastern Trust, of Halifax, is running the mine on behalf of the bondholders. As the whole town is dependent upon this one industry, it will almost entirely disappear should the mine be permanently closed. The 400 miners would probably scatter among the workings in South Cape Breton and the new mine at Mabou.

Montreal Power Has Good Earnings Increase

From Our Own Correspondent.

MONTREAL.—Montreal Power's earnings are showing steady increases from month to month, the average being around 15 per cent. above earnings for similar periods of a year ago. The market for the stock has been strong with excellent gains from week to week.

Montreal Power seems now to have definitely shelved its Lachine development for the present year. It was planned to scrap the 14,000 h.p. plant now at the Lachine rapids and erect a more modern generating station that would develop 100,000 h.p. But the possibility of some action in the future in connection with harnessing the St. Lawrence river on a broad scale has made it necessary to reconstruct the engineering plans for the dam and power house with a view to the future of the river. This requires careful consideration and Power does not intend to rush into the work.

LOWER ST. LAWRENCE POWER WIDENS OUT

Building Transmission Line To Connect With City of Campbellton, N. B.

From Our Own Correspondent.

MONTREAL.—Recently the Lower St. Lawrence Power Company arranged a favorable contract with the city of Campbellton, N. B., for the supply of a substantial block of power to that community. A 60,000 volt transmission line is being erected from the power house at Matapedia to connect with Campbellton.

One of the additional advantages of this contract is that it permits a large part of the Matapedia valley to be served with power through the construction of the new transmission line.

Lower St. Lawrence Power was organized a couple of years ago. It acquired the Amqui Electric Company with a 500 h.p. development and a distribution system in several municipalities. A site at Metis Falls was developed up to the extent of 3,500 h.p., and transmission lines built from here to various municipaliites. Last year the power distribution system in Rimouski was purchased with a 500 h.p. development. The company has thus built up a compact unit in power and light development and distribution in a number of municipalities in the Rimouski district.

The company completed its initial financing last year by the sale of $750,000 of first mortgage bonds in Philadelphia and $360,000 of second mortgage bonds in Canada.

Great Lakes Power Co. Preferred Is Offered

A block of 7 per cent. cumulative preferred stock of the Great Lakes Power Company is being offered by A. E. Ames & Co.

The enterprise was started in 1896 and the company has the right in perpetuity to 20,000 cubic feet per second of water on the Canadian side of the St. Marys River. The capacity of the plant at Sault Ste. Marie has been increased at times to a present total of 39,200 h.p. The company owns all the stock of the International Transit Company operating a street railway and ferry system at the Soo.

The total net assets of the company on Dec. 31, 1923, after deducting depreciation, reserves, current liabilities and outstanding bonds, were $3,324,647, equal to $554.10 for each preferred share. The average net earnings for the past six years available for dividends were 36.44 per cent. on the preferred or 5.20 times the requirements and in 1923 they were at the rate of 40.98 per cent. on this stock. The capitalization consists of $2,700,000 of first mortgage, 6 per cent. bonds outstanding, $600,000 of 7 per cent. preferred stock and $2,000,000 of common. The stock is being offered at 97½ to yield 7.18 per cent.

May Build Terminal Pier at Sydney, N. S.

From Our Own Correspondent.

SYDNEY. — Following energetic measures by local representatives, the Board of Trade and other civic organizations to bring the claims of this port to the attention of parliament, Mayor McConnell has received assurance from Ottawa that the whole matter is now being considered by the government and the C. N. R. with the probability that a large amount will be placed in the supplementary estimates to build an adequate C. N. R. terminal pier here.

The Grain Movement

OTTAWA.—Preliminary figures showing the receipts and shipments at the head of the lakes, also Vancouver, B.C., for a period from September 1, 1923 to May 23, 1924.

Fort William and Port Arthur

	Receipts	Shipments
Wheat	254,013,964	241,782,980
Oats	38,507,388	32,123,689
Barley	13,723,799	12,297,758
Flax	4,034,258	3,486,793
Rye	5,248,603	4,661,608
Same period 1923	276,852,366	....
Increase over last year ...	38,675,646	....

Vancouver, B. C.

	Receipts	Shipments
Wheat	46,748,336	45,678,840
Oats	331,879	315,078
Barley	46,285	44,744
Flax	....	....
Rye	306,167	267,056
Totals	47,432,667	46,305,718
Same period 1923	16,184,069	....
Increase over last year ...	31,248,598	....

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The old saying about "placing all your eggs in one basket" is as true today as ever. It is particularly applicable to the placing of investment funds. The wise investor chooses mediums of widely different characters, and combines a steady income with safety of capital.

We can offer a well chosen diversified investment comprised of six bonds of $500 denominations each; one coupon maturing each month, the capital investment amounting to $2,965.00 and yielding $195 interest annually.

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WONDER AT PROXY DRIVE TO CONTROL WINNIPEG ELECTRIC

Western Shareholders Think Company Has Done Well Under Conditions

From Our Own Correspondent

WINNIPEG.—Efforts on the part of Nesbitt, Thomson and Co., stock and bond dealers, of Montreal, to obtain sufficient voting power at the annual meeting of the Winnipeg Electric Co. to effect changes in the administration, have aroused great interest among the Western shareholders and in Winnipeg generally. The immediate outcome has been the postponement of the annual meeting, scheduled for June 3, and the effort made by the local directors to ascertain just what it was hoped to be gained by effecting the changes sought.

It is understood that the initiative in seeking certain changes has been taken by Mr. Nesbitt himself. The latter, who is a large shareholder in the company, arrived in Winnipeg over the last week-end and has since been in consultation with the president, Sir Augustus Nanton, and the directors. The hope has been expressed that an amicable adjustment will be made, as a squabble at this time would be inimical to the interests of the company and the shareholders alike.

The belief here is that Mr. Nesbitt will probably carry proxies for the Mackenzie interests and other large eastern shareholders. He recently circularized the shareholders in an effort to obtain voting control of the company, and it is regarded as not unlikely that the response to his appeal in the east was on a fairly extensive scale. Mr. Nesbitt is a director of the company himself and during the last few years particularly has been intimately identified with it, as well as with its subsidiary, the Manitoba Power Co.

Involves Management

Any administrative changes would necessarily involve A. W. McLimont, vice-president and general manager of the company, and what possible objection could be taken to Mr. McLimont's policy and management appears to be beyond the ken of the Winnipeg shareholders. It is quite apparent that the eastern interference in this connection is resented, the more so because it is believed that the Easterners have no grounds whatever for complaint in view of the general conditions. The company, it is pointed out, has come through some trying periods, and under Mr. McLimont's direction adjustments have been made which make the outlook promising. At any rate there appears to be a conviction that many shareholders have not shown a reasonable appreciation of the difficulties which have been encountered.

It is recalled that the company has had to fight its battles in the face of civic competition in the way of power contracts and in the face of interference tactics adopted by a certain section of the city council. The tact and discretion shown by the present administration is believed to have been in no small measure responsible for its favorable status in Winnipeg at the present time. The company has also shown unusual initiative and enterprise in going after power contracts with the suburban municipalities. The hope here is, therefore, that nothing will be done which will compromise its present hopeful outlook.

SUPER-POWER SYSTEM TO SERVE NORTHERN AND WESTERN QUEBEC

(Continued from page 1)

of power, buying a large amount from the Shawinigan Water and Power Company.

This makes a chain of companies extending from the Ottawa River above Ottawa and Hull south to the American border and including most of the intervening towns and cities with the exception of Montreal. The companies skirt the Island of Montreal on the west but do not enter the city.

A large amount of power will be available for the group of companies and this power can be supplemented by other raw energy that is controlled by the group. On the Back River between Montreal Island and Isle Jesus the Nesbitt, Thompson group are believed to control a site capable of developing some 45,000 h.p. This site is owned by the Back River Power Company. Extensive engineering investigations have been made of this site and some of the original difficulties of choosing the type and location of the dam and the possibility of heavy damag s through flooding have been solved, it is stated. Early development of the site is looked for. The power would be fed into the new super-power system.

Super-power systems enable the most economical use to be made of power, for there is an interlocking of transmission lines to link up developments many miles apart. It is really a case of throwing power from many sources into one large pot from which the consumers in various parts of the system draw their supplies of energy. On the whole super-power systems tend to more efficient use of power and therefore to lessened costs.

Other Canadian Super-power

Quebec Province already has one large power system in the inter-connected transmission lines and developments of Shawinigan Water and Power Company, Montreal Light, Heat and Power, Quebec Power, Laurentide Power, St. Maurice Power. Ontario has a vast super-power system in its publicly owned enterprises.

In connection with the Ottawa Valley-Eastern Townships system which is slowly emerging it is interesting to note that the Ottawa Light, Heat and Power Company, serving the city of Ottawa, is under contract for some 19,000 h.p. from the Ottawa and Hull Power Company, and that there has been some suggestion of a closer financial arrangement between the Ottawa-Hull group and the Ottawa Light, Heat and Power group.

CHINA PROVIDING HEAVY MARKET FOR DOMINION TIMBER

Purchases by Once Forested Country Provide Object Lesson to Canada

What promises to lead to a large timber trade appears to be developing on the Pacific Coast. British Columbia forests are being called upon to a much larger extent every year to supply world markets, but one outstanding instance of this is reported from China by Canada's trade commission in that country. In 1913 no Canadian timber was used in China, that country's supply being obtained almost entirely from Japan and the United States. Since 1914, however, Canada's shipments have grown from 120,000 feet to over twenty-seven million feet in 1922, and there would appear to be no reason why our exports of timber to that country should not continue to increase. The growth in the exports of railway ties to China has also been very large. In 1920 no Canadian ties were used. This trade in 1921 amounted to 20,600 pieces, but in 1922 there were 305,823 railway ties shipped to China.

China's need of foreign timber bears witness to the necessity for proper care with forest resources, says the Natural Resources Intelligence Service of the Department of the Interior. That country, naturally hilly, was formerly well provided with forests, the slopes of the mountains being covered with tree growth. These forests have been utterly destroyed, and no attempt has ever been made at reforestation by natural or artificial means. The consequence is that the mountain sides have been eroded and the soil washed away, leaving them bleak and bare, and China to-day, instead of having a timber supply of her own, is dependent upon outside sources. Canada may take a lesson from China in this connection. To-day there are vast areas of virgin timber but, due to carelessness, Canada is permitting their destruction by fire and unscientific exploitation. Forest fires are taking a heavy toll, not only of the mature timber but of the young growth, as well. The forests' importance warrants the best attention to every thinking Canadian if the future is not to find this country in the same position as China in regard to a timber supply.

VIRGINIA COAL UNDERSELLING C.B. COAL IN HALIFAX

SYDNEY.—Some idea of the keen competition that Eastern Canadian coal operators are up against may be gained from the fact that Virginia coal, nominally classed as bituminous, but really almost as hard as anthracite, is underselling the Cape Breton product in the city of Halifax.

TRUST RECEIPTS DUE JUNE 1 HAVE NOT BEEN PAID

Sterling Trust Says Not Responsible For Payment

MEETING CALLED

Great Northern Land Company investment receipts totalling $330,000, endorsed by the Sterling Trusts Corporation and due June 1st, have not been paid. A circular sent out to the holders by the Sterling Trusts Corporation, calling a meeting for Monday, June 9, to consider the situation, points out that the issue was made in connection with an agreement for the purchase of a large quantity of vacant land and sales agreements owned by the Great Northern Land Company, dated July 1, 1914, prior to the time when the present directors were associated with the corporation. It is explained that the war, with attendant conditions, made it impossible to realize upon these assets and the corporation, desiring to protect the investment of finance at Ottawa examined to time advanced large sums of money to pay taxes, prior encumbrances and interest. A large quantity of land and a number of agreements for sale have not yet been realized upon and still form an asset for the benefit of the holders of the special investment receipts.

Explaining the present situation, the circular states that at the time when trust companies came under government inspection the department of finance at Ottawa examined this issue of receipts and advised that the corporation had no power under its charter to enter into the agreement under which they were issued. The department instructed that the whole transaction was ultra vires and under the circumstances the corporation takes the position that it is only acting as trustee for the holders of the receipts to realize upon the assets. June 1, interest coupons will be paid.

At the meeting which has been called for Monday, a statement will be presented showing the assets held by the Sterling Trusts and the receipt holders will be asked to consider a plan for the realization of these assets.

The Sterling Trusts Corporation, it will be recalled, was closely allied with the Standard Reliance Mortgage Corporation, of which W. S. Dinnick was president. The land sale agreements and other assets of the Great Northern Land Company were, under agreement of 1912, purported to be purchased by the Sterling Trusts Corporation at their then market value. In respect of these holdings $330,000 of Sterling Trusts investment certificates were issued bearing interest 6 per cent., payable half yearly. After the failure of the Standard Reliance in 1919 the 52 per cent. of shares of Sterling Trusts Corporation, held by W. S. Dinnick and his associates, were purchased by the present management of the trust company. In 1920 when trust companies were placed under the inspection of the department at Ottawa, G. D. Finlayson, the superintendent, condemned this transaction as being ultra vires of the Sterling Trusts.

A great deal of interest is being taken in the meeting to be held Monday because holders of the receipts naturally feel that the guarantee of the trust company should hold despite the various complicating developments. In any event they are hopeful of a substantial settlement. It is said that the market value of the properties of the Great Northern Land Company represents about 75 per cent. of the outstanding receipts and it may be that with a fair appreciation in values the whole obligation will be discharged.

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INTER. NICKEL IS SHOWING UP BETTER

Demand for Products Increases While Costs Are Gradually Cut

International Nickel Co., for year ending March 31, 1924, shows net profit of $1,206,786 after taxes, depreciation, depletion, etc., equivalent after preferred dividends to 40 cents a share (par $25) earned on $41,834,600 outstanding common stock. This compares with $48,170, or 54 cents a share, on $8,912,600 preferred stock in the previous year. After preferred dividends, surplus was $672,030, comparing with a deficit of $486,586 in the preceding year. The improvement in the company's position is due to the gradual development of peace time uses for nickel.

At the Creighton Mine, Ontario, uninterrupted operations and a uniform rate of output has enabled the management to maintain low costs. Development has kept pace with an increased smelter demand, and the property is in excellent condition. The smelter at Copper Cliff was in blast throughout the year. Continuity of operations, coupled with cheaper fuel and increased efficiency, enabled the operatives to furnish bessemer matte to the refineries at less than pre-war cost. Refinery production at Port Colborne, was regulated to sales requirements, the percentage of plant capacity used being sufficient to assure efficient and economical operating conditions. Due to numerous improvements in process and equipment, costs here have also been materially reduced, and this refinery can now produce in various forms 24,000 tons of nickel per annum, or an amount about equal to the total world's sales at the present time.

An increasing demand for an ornamental white metal of high surface finish, possessing the physical properties of nickel and monel metal is reported, and it is the opinion of the management that the distribution of mill products will eventually constitute a very large portion of the company's sales. A decrease in the total number of shareholders at the close of the year from 18,478 twelve months ago, to 16,913, is to be noted.

TUCKETT CO. HAD AN EXCELLENT YEAR

Profits Were $361,279 as Compared With $250,313 the Year Previous

Tuckett Tobacco Co. earned $361,279 in the fiscal year ending Mar. 31, compared with $250,313 a year ago. This is the first report since the absorption of the Canadian business of Tobacco Products Corp.

After deduction of preferred and common dividends, totalling $240,000, there remained a surplus for the period under review of $121,279, as compared with $10,313 in the previous year. Balance brought forward at $641,178, makes the total surplus in the current report at $762,457.

Among the assets in the balance sheet, bill and accounts receivable are shown up by nearly two hundred thousand dollars, while investments are lower by nearly half a million. Inventories are up by well over half a million, while cash is lower by over three hundred thousand dollars. Among the liabilities, bills and accounts payable are up by over one hundred thousand dollars.

The profit and loss accounts for the past three years compare as follows:

	1923-24	1922-23	1921-22
Profits	$361,279	$250,313	$249,934
Pfd. divs.	140,000	140,000	140,000
Balance	$221,279	$110,313	$109,934
Com. divs.	100,000	100,000	100,000
Surplus	$121,279	$ 60,313	$ 9,934
Prev. surp.	641,178	630,865	620,931
Total surp.	$762,457	$641,178	$630,865

President Howard S. Ambrose, in his report to shareholders, said, in part:

"Net profits, after providing for cost of management, depreciation, taxes, etc., amount to $361,279, from which have been paid on preference shares, four quarterly dividends aggregating $140,000 and on ordinary shares four quarterly dividends aggregating $100,000, leaving a balance of $121,279 to be added to profit and loss account.

"The acquisition of the business of Tobacco Products Corporation of Canada has proved highly satisfactory, and as the plants and equipment of your company have been well maintained we are in a favorable position to take advantage of the growth of business which may reasonably be expected from the development of Canada."

BRITAIN SETTING THE EXAMPLE IN MONEY PROBLEMS

Canada and the United States Can Learn From Her

NEW YORK.—In attempting to solve the important monetary problems of North America two courses are open, says Dr. Henry A. E. Chandler, economist of the National Bank of Commerce in New York, in discussing the British and American money market, in the June issue of Commerce Monthly. He suggests that in the United States—and the same may be said for Canada—we must adopt practices that long experience in other countries has proved to be sound.

"Our success in drawing largely upon the experiences of other countries in the construction of our federal reserve system clearly suggests the advantage of utilizing in connection with our present problems the longer European experience where possible. In turning to other great industrial countries, we find no more successful banking system than that of Great Britain."

The marked success of Great Britain in working out important monetary problems, still unsettled in America, makes the British banking experience of very great value. In comparing American and British systems, Dr. Chandler takes issue with those who suggest that the dissimilarities are such as to make British experience inapplicable here. After recognizing the essential dissimilarities in the two systems, he points out that most of the alleged differences are superficial, and he emphasizes both.

"The similarity of the principal banking operations, and the similarity of the underlying principles that determine the nature and scope of nearly all of the larger banking and credit problems of the two countries. We find in each country a commercial banking system composed of three great separate institutions, namely, a great commercial deposit banking system, an important open commercial money market, and a great reserve banking system. We find the commercial banking operations based upon the same general theory with respect to the necessary self-liquidating character of their advances. We find the commercial banks employing their funds in substantially the same ways, and in distributing their funds in about the same proportions among cash reserves, combined loans and discounts, and investments. Moreover, in their relations to their customers both in treatment of deposits and in method of making advances the final accomplishments after looking behind the superficial differences are essentially the same.

"From the point of view of the larger banking and credit problems, however, another similarity is of even greater significance. The practice of both the United States and Great Britain, unlike that of important continental countries where the bank note is utilized to meet the larger currency needs of commerce, is to utilize the check as the great medium of exchange in business transactions. The existence of a deposit banking system (resting upon the wide use of the check) by means of which a tremendous volume of credit can be extended to business, when backed by only a relatively small volume of cash reserves, in both countries gives rise to currency problems of similar nature and magnitude.

"This capacity for bank credit expansion plus the tendency of business in a great industrial country to overexpand unless wisely guided, places upon the bankers of the country a great responsibility. Notwithstanding the high degree of intelligence associated with commercial banking in both countries, it is impossible under our modern competitive banking system that an adequate control of credit always be maintained by the more or less independent actions of separate banking institutions. History has demonstrated that there must be developed a measure of co-ordinated control and that co-ordination must be acomplished largely by a separate reserve banking institution.

"The co-ordination of banking control of credit, however, is a problem of great complexity. Especially is this true in Great Britain and in the United States where the commercial banks possess such large resources and such possibilities for extending credit to a considerable degree independently of the reserve institution. Upon the success with which this co-ordination is accomplished, however, depend in a large measure the soundness of credit conditions and the prosperity of the business of the country.

"For many years Great Britain has been developing a system of credit control and for a considerable period before the war it was recognized that the Bank of England had attained the most successful co-ordination to be found in any great industrial country. It is the recognized success of the Bank of England, together with the fact that the British commercial banking system is more like ours than that of any other great industrial nation that suggests that Americans can gain much from the rich experience of the Bank of England."

BETTER INCOME FARM PRODUCTS AIDS BUSINESS

(Continued from page 1)

are 293,036,000 and 362,960,000 bushels. Even taking into account the changes in prices, this means the distribution of a much larger amount of money—somewhere between $20,000,000 and $40,000,000 more than the grain crop had yielded at this time last year.

Another branch of agriculture which is yielding a larger income is dairying. During the last twelve-month period we shipped 6,300,000 pounds of butter to the United States in comparison with 2,500,000 pounds the previous year. At the same time our purchases of this product from the United States fell from 1,160,000 to 92,000 pounds. In actual dollars this represents an increase in revenue to Canada, from a single branch of agriculture, of about $2,000,000. The situation is similar in the case of sheep raising. The domestic supply of wool is short of demand, as is also the world supply. Last year we imported nearly $7,000,000 worth of raw wool, but the rise in prices induced many farmers to go more extensively into sheep raising, and we shall be able this year to supply a much larger percentage of our requirements.

The income from this and other branches of agriculture is showing a very satisfactory increase, and this is bound to be an important factor to the business situation in general. Crop conditions, moreover, seem favorable to the continuation of this upward trend in agricultural returns. In the West the crops are slightly below normal but generally satisfactory. The wheat acreage is somewhat below that of last year. Apparently seeding operations were carried on with less exorbitant costs than formerly, and this will make possible larger profits. In Ontario and Quebec the crops are still about two weeks late, but the general impression is that warmer weather will largely correct this situation.

In general, no material change has taken place in the business outlook. These various developments in agriculture, however, cannot but have an important bearing upon the trade situation, and the continuation of improvement in this respect is one of the factors which will be looked for with keen interest by the business public.

OTHER CROPS ARE PREFERRED TO WHEAT

Results of Last Year Affect This Year's Seeding in Western Canada

From Our Own Correspondent.

WINNIPEG.—Wheat three inches high is reported in many areas of the Canadian West, and the growth of the new crop is reported as coming along satisfactorily everywhere. The rains which have fallen in Alberta and Saskatchewan have invigorated the young plants and done an immense amount of good. At this writing, however, Manitoba has not shared in this moisture, but rains are reported to be in prospect.

Returns received by the elevator companies here tend to sustain the earlier verdict that the acreage of wheat under cultivation in the prairie provinces this season will be less than a year ago. Since last year was an unusually favorable season from the grain grower's point of view, it may also be assumed that the production will be less. On the other hand the rather favorable prices which have been available for flax are certain to result in an increased yield of this commodity, and there are prospects of rye and barley showing up higher than in 1923.

In Manitoba particularly there will be an increase in the acreage sown to grasses and fodder crops in general. There will be less reliance on wheat. The crop thus far has been backward in this province, but the grain is said to be rooting deeply and under the influence of a little moisture and warm weather, the grain will come along very fast.

The last of the coarse grains are now being sown in the west, after this the farmers will have a few weeks' respite from the strenuous activity of the seeding season. The indications are now that the crop has been put in within the limits of reasonable expense. This will have a distinct bearing on the profits of the year. Labor has been fairly plentiful and no unusual trouble is anticipated in this connection as regards the coming harvest period. Generally it is expected that this season will show that the farmers have made progress as regards reducing crop expenses.

The livestock situation in the prairie provinces is still obscure. Freight and tonnage charges are cutting exports to the minimum and the American tariff still retains its prohibitory character. The slogan "not more but better livestock" would seem to size up the situation. The West is being asked to produce high-grade market types and the propaganda in this connection is apparently taking root.

UNLISTED SECURITIES

Industrials, Utilities, Etc.—	Bid	Asked
Can. Assoc. Goldfields	.04	.07
Can. Westinghouse, pref.	131	134
Can. Marconi	70	1.00
Cockshutt Plow, pref.	25½	29
Collingwood Shipbuilding, com.	50	60
Cosgrave	5	6
Dom. Linen, com.	5	10
Dom. Linens, pref.	25	35
Dom. Power, pref.	93	96
Dom. Power, com.	40	43
Dunlop Tire 7% pref.	80	84
Durant Motors (A)	4½	..
Durant Motors (B)	5	6
Durant Motors (C)	6	7½
Dom. Sewer Pipe, com.	25	..
English Elec., com.	4	6
English Elec., pref.	43	46
Famous Players, pref. 50% com.	67	69
Gunns, Ltd., pref.	32	36
Hamilton Pantages, pref.	45	..
Hamilton Pantages, com.	1½	2½
King Edward Cons., com.	33	37
King Edward Cons., pref.	55	58
K. & S. Tire, com.	..	60
K. & S. Tire, pref.	..	16
Loew's Buffalo, pref.	57	60
Loew's Hamilton, pref.	45	..
Loew's London, pref.	5	5½
Loew's Ottawa, pref.	19	22
Loew's Toronto, pref.	64	67
Loblaw Groc. 2nd pref.	120	..
Massey-Harris	25	30
Mount Royal Hotel, com.	9	11
Mount Royal Hotel, pref.	42	44
North Mexico Power, com.	14	15
National Brick, pref.	49	52
National Brick, com.	10	12
Robt. Simpson, pref. 6%	90	..
Tiger Tire Unit	4	7
Western Grocers, pref.	..	33
Loans and Insurance—		
Brit. Am. Assur.	6	7
Capital Life	22	27
Can. Mortgage	68	..
Continental Life	26	29
Crown Life	98	..
Excelsior Life	32½	..
Great West Life	230	..
London Loan	44	48
Manufacturer's Life	56	58
Mercantile Trust	100	..
Monarch Life, 10% pd.	13½	..
National Life, $25 pd.	49	..
Ont. Equitable	..	17
Peoples Loan	70	..
Sovereign Life	17	25
Sun Life 50% pd.	170	..
Sun Life 35% pd.	140	..
Sterling Bank	87	91
Trusts & Guar.	68	71
Western Assurance	7	8

EXPORTERS INCREASE

Canadian Exports in Manufactured Products Reveal This Fact

Canadian industry is steadily becoming alive to the developing of export trade. Scrutiny of export figures show that goods that have passed through some manufacturing process are responsible for more than a proportionate share of the increase in the Dominion export trade. This is taken to reflect the fact that the manufacturers who export are gradually increasing in number and that those who have been engaged in export trade for years are, with some notable exceptions, increasing their overseas business. The outstanding increases occur in the paper, lumber and automobile industries, but there are many smaller increases distributed over a wide range of manufactured products.

STOCK MOVEMENTS OF THE WEEK

WEEK ENDING JUNE 3

	Div. Rate	Yield June 2	High For week	Low For week	Close June 3	Close May 27	Sales For week	Range 1924 High	Range 1924 Low
Banks—									
Commerce	12	6.68	179½	178	179	178	116	188	178
Dominion	12	6.66	180⅛	180	180	181	16	187	180
Hochelaga	10	6.84	146	146	146	148	3	150½	143½
Imperial	12	7.06	170	169	169¾	170	122	179	169
Molsons	12	7.94	151	151	151	150	12	159½	149½
Montreal	12	5.07	237	236	236	237	48	248	230
Nova Scotia	16	6.26	255	254	255	255	19	260	248
Royal	12	5.55	216	215	216	215	67	218	211
Standard	12	7.53	159½	158½	159	159½	93	168	158½
Toronto	12	7.01	171	170¾	171	170½	27	179	169
Union	8	7.80	103¼	102¼	102½	103	35	109¼	100
Paper—									
Abitibi, com.	4.00	6.89	58¼	57¼	58	58	480	69	54
Do. pref.	7	6.86	102	102	102	101	19	103½	100
Brompton Pulp	..	....	33½	32	32	33¾	540	43	30¾
Laurentide	6	6.76	89	88½	88¾	88	271	98½	84¾
Price Bros.	2	4.76	42	41½	42	42	90	45	40
Prov. Paper, com.	6	7.22	..	..	..	..	..	110	83
Do. pref.	7	7.77	90	90	90	91	10	97¼	90
Smith, Howard, com.	6	10.71	..	..	..	..	..	75	52
Do. pref.	8	8.60	93	93	93	93⅛	5	100	90
Spanish River, com.	7	6.40	109¾	107¼	108½	106¼	5693	114½	96
Do. pref.	7	5.98	117	115	117	115¼	1463	119½	105½
St. Maurice Paper	6	6.64	..	..	..	..	..	113¼	83
Wayagamack	..	....	..	..	..	..	..	45	36
Steel and Steel Industries—									
B. E. Steel, com.	..	....	3¼	3	3¼	3¼	327	6	3
Do. 1st pref.	..	....	39½	38	38	39	385	57½	35
Do. 2nd pref.	..	....	10½	9	9½	10¼	601	17	8
Can. Car & Foundry, com.	..	....	43	43	43	43	5	50	36½
Do. pref.	7	8.14	86	86	86	86	10	97	84½
Can. Foundries, com.	..	....	..	..	..	..	..	31	19½
Do. pref.	..	....	..	..	..	..	..	45	45
Can. Locomotive, com.	4	6.03	66¼	66	66⅛	67	340	67	65
Do. pref.	7	8.09	..	..	..	..	..	92½	85
Dominion Coal	..	....	52½	52½	52½	60	60	80	52½
Dominion Iron, pref.	..	....	..	..	..	..	..	57	31
Dominion Radiator	7	7.40	..	..	..	..	..	95	94
Dominion Bridge	4	6.25	..	..	..	..	..	80	60
Dom. Steel Corp., pref.	..	....	43¼	43¼	43¼	45	2	73	40
Ontario Steel, com.	4	9.75	..	..	..	..	..	45½	40½
Do. pref.	7	8.14	..	..	..	..	..	93	86
Canada Iron, com.	..	....	..	..	..	..	..	6	5
Do. pref.	..	....	..	..	..	..	..	28	28
Steel of Canada, com.	7	9.72	72	71	72	73¼	87	83	70
Do. pref.	7	6.91	101½	100	101½	100	42	105½	99½
Milling—									
Canada Bread, com.	4	5.44	73½	72	73½	67	175	74½	63
Do. pref.	7	7.21	97	96¾	97	96¾	96	98½	95
Inter. Milling, pref.	7	7.52	..	..	..	..	..	96½	93
Lake of Woods, com.	12	6.97	172	172	172	172	9	180	167
Do. pref.	7	5.95	..	..	..	..	..	120	117½
Maple Leaf, com.	..	....	..	..	..	..	..	69	59
Do. pref.	7	7.69	91	90	90¼	91	63	95¼	87
Ogilvie Flour, com.	12	3.93	306	305	305	306	31	350	304
Do. pref.	7	5.83	..	..	..	..	..	120¼	116
Shredded Wheat, com.	8	5.81	137½	137½	137½	138	25	138	137½
St. Law. Flour, com.	6	8.69	..	..	..	..	..	73	66
Do. pref.	7	7.77	..	..	..	..	..	91½	89
West. Can. Flour	8	7.92	..	..	..	..	..	105	98
Utilities—									
Bell Telephone	8	6.20	129	128	128¾	129	177	132½	125
Consumers Gas	10	6.25	161	159½	160	161	39	166½	159
Dom. Telegraph	6	6.93	43¼	43½	43¾	43½	6	44½	43
Kaministiquia	8	7.37	..	..	..	..	..	113½	107
Mackay, com.	7	6.19	113	112	113	113	200	120¼	110½
Do. pref.	4	6.03	66½	66¼	66¼	66½	105	71½	65
Mexican Light, com.	..	....	..	..	..	..	..	20	18
Montreal L. H. & Pr. Cons.	7	4.21	166½	165	166	166	1160	167½	140¼
Montreal Telegraph	8	6.61	..	..	..	..	..	52½	48
Ottawa L. H. & Pr.	6	7.31	..	..	..	..	..	86	81
Quebec Power, com.	..	....	73½	73½	73½	73	50	76	64
Do. pref.	7	7.44	94	90	94	94	6	95	90
Shawinigan	7	5.42	131	129	129	131	149	135½	118½
Southern Can. Power	1.00	....	57½	57	57	57½	60	61	51½
Transportation—									
Canadian Pacific Rly.	10	6.66	151	148¾	152	152	181	154	147½
Canada Steamships, com.	..	....	13½	12½	12½	12½	52	16	11
Do. pref.	..	....	51	50	50	51	450	52	41½
Tractions—									
Barcelona	..	....	20	19½	20	19	1100	20	12¼
Brazilian	4	8.04	50½	49¾	49¾	50	1055	53½	41¾
Detroit Un. Rly.	6	14.44	41½	41½	41½	41¾	186	72½	39
Duluth-Superior	..	....	19	19	19	20	35	35	19½
Illinois Traction, com.	2.00	....	..	..	..	..	..	101	61½
Do. pref.	6	6.55	91½	91½	91½	92	8	93½	87
Minn. St. Paul, com.	4	....	..	..	..	..	..	31¾	31½
Montreal Trams.	10	6.06	165	165	165	165	70	169	148
Porto Rico Rlys., com.	..	....	20	20	20	18	5	25	17
Do. pref.	7	9.92	..	..	..	..	..	75	66
Quebec Rly.	..	....	..	..	..	..	..	18	14½
Toronto Railway	..	....	91¼	89½	91¼	91	510	92	80
Twin City, com.	6	11.11	54	53½	54	53	25	69	50
Winnipeg Elec. com.	..	....	25	24	24	24½	78	30	24
Do. pref.	7	9.03	78	77½	77½	77	29	85	75
Textiles—									
Can. Conn. Cotton, pref.	8	....	55	54	54	53¾	110	80	53½
Can. Converters	7	8.86	79	79	79	79	10	90	70
Can. Cottons, com.	8	8.24	97	97	97	92	10	111	85½
Do. pref.	6	6.81	..	..	..	..	..	91	88
Can. Woollens, com.	..	....	..	..	..	..	..	7	6
Do. pref.	..	....	37	37	37	39¾	65	41½	35
Dom. Textile, com.	4.00	6.86	59	58½	58½	59	145	66	54
Do. pref.	7	6.48	108	108	108	..	50	109½	104½
Monarch Knitting, com.	..	....	..	..	..	..	..	25	25
Do. pref.	7	10.29	68	68	68	69	17	82	65
Montreal Cotton, com.	6	6.12	..	..	..	..	..	100	98
Do. pref.	7	6.66	105	105	105	106½	1	107	104
Penmans, com.	8	5.77	140	137	137	139½	64	165	134
Do. pref.	6	6.25	96	95	97	..	9	97	92
Wabasso Cotton	..	....	..	..	..	..	..	72	61
General Industrials—									
Am. Salesbook, com.	5	....	..	..	..	..	..	47	42
Do. pref.	7	7.86	89	88	89	88½	19	95	86½
Asbestos, com.	..	....	25½	25½	35½	25½	30	35	24
Do. pref.	6	11.53	..	..	..	..	..	62	52
Atlantic Sugar, com.	..	....	..	..	..	..	..	21½	13½
Do. pref.	..	....	..	..	..	..	..	51	39
Bird & Son, pref.	7	8.14	..	..	..	..	..	89	86
B.C. Fishing	..	....	10	10	10	9½	25	15½	8
Burt, F. N., com.	10	7.73	130	129½	129½	130	25	137½	125
Do. pref.	7	5.14	..	..	..	..	..	136	136
Canada Cement, com.	6	6.83	88½	87½	87½	89	260	93	84½
Do. pref.	7	6.61	105½	104½	105½	105	59	108	102½
Can. Gen. Electric, com.	6	5.66	..	..	..	..	..	58½	52½
Do. pref.	7	6.73	52½	52	52	52	126	54	51½
Can. Indust. Alcohol	6	....	28	27½	28	..	182	28½	26
Canadian Salt	8	7.14	112	112	112	112	5	115½	109
Carriage Factories, com.	..	....	2½	2½	2½	2½	25	2½	½
Do. pref.	..	....	..	..	..	..	..	15	15
City Dairy, com.	10	5.31	47	46½	47	47	120	47½	40½
Do. pref.	7	6.66	..	..	..	..	..	106½	104
Crows Nest Coal	6	13.04	46	46	46	48	18	51½	46
Cuban Can. Sugar, com.	..	....	..	..	..	..	..	13	6
Do. pref.	..	....	37	36½	36½	37½	100	54	33½
Dom. Canners, com.	..	....	25	25	25	25	3	35½	20½
Do. pref.	7	8.28	..	..	..	..	..	90	82
Dominion Glass, com.	7	6.54	107	106	107	106	220	110	102½
Do. pref.	7	6.55	106½	106½	106½	106½	15	107	103
Dominion Stores, com.	1.00	....	24½	24½	24½	24½	1	30	24½
Do. pref.	8	9.19	87	87	87	87	3	90	81
Davies, Wm. (A)	..	....	..	..	..	..	..	20	15
Eastern Theatres, com.	..	....	..	..	..	..	..	14½	12
Do. pref.	7	10.29	..	..	..	..	..	70	67
Ford Motor	10	....	..	..	..	..	..	485	465
Goodwins, com.	..	....	..	..	..	..	..	48½	20
Do. pref.	7	7.77	..	..	..	..	..	95	69½
Goodyear Tire, pref.	7	9.43	74½	73	73	73	135	81½	72
Holt, Renfrew, pref.	7	13.20	..	..	..	..	..	66	52
Frontenac Brew., com.	..	....	70	70	70	70	47	70	60
Do. pref.	7	7.77	..	..	..	..	..	122	90
Interprov. Brick, com.	6	9.09	..	..	..	..	..	66½	66
King Edward Hotel	..	....	..	..	..	..	..	21	21
Lyall Construction	..	....	..	..	..	..	..	21	10
Macdonald, A.	..	....	..	..	..	..	..	5	4
National Breweries, com.	4.00	7.69	52	52	52	51½	105	56½	49
Do. pref.	7	7.10	98½	98½	98½	99	25	100	95
Pacific Burt, com.	6	6.15	..	..	..	..	..	101	97
Do. pref.	7	6.93	101	101	101	101	10	106	100
Port Hope Sanitary, com.	..	....	..	..	..	..	..	50½	49
Do. pref.	7	7.77	..	..	..	..	..	90	90
Rogers, Wm. A., com.	..	....	..	..	..	..	..	70	45
Do. pref.	7	7.91	88½	88	88½	88½	40	100	86
Russell Motor, com.	..	....	..	..	..	..	..	18	17½
Do. pref.	7	14.00	..	..	..	..	..	56	48
Sherwin-Williams, com.	6	5.66	..	..	..	..	..	110	105
Do. pref.	7	7.03	100	99½	99½	100	15	103	98½
Sterling Coal	4	9.75	41	40	41	43	52	44	40
Tuckett Tobacco, com.	4	6.25	..	..	..	..	..	64½	57
Do. pref.	7	7.29	96	96	96	97	10	97	92½
Woods Manufacturing, com.	..	....	..	..	..	..	..	35	28
Do. pref.	7	11.11	..	..	..	..	..	67	63
Trust and Loan—									
Canada Landed	10	6.25	80	80	80	80	39	86	80
Can. Permanent	12	6.61	180	181¼	181¼	183	17	187	180
Colonial Invest.	6	....	..	..	..	..	..	7	4½
Hamilton Prov.	10	6.84	..	..	..	..	..	146	141
Huron & Erie	7+½	6.09	..	..	..	..	..	125	120
Landed Banking	9	6.33	..	..	..	..	..	142	139½
Montreal Loan	12	6.48	..	..	..	..	..	46½	46½
National Trust	12	5.66	..	..	..	..	..	215	210
Real Estate Loan	7	8.23	85	85	85	85	5	89	85
Toronto Gen. Trusts	12	5.71	210	209½	209½	209	22	210	202
Toronto Mortgage	10	5.86	..	..	..	..	..	85½	81½
Union Trust	7	8.23	..	..	..	..	..	85	84

COAST BROKERS SAY INVESTMENT FUNDS GO TO U.S.

Complain of High Commissions Which Eastern Canadian Houses Demand

FACTS QUESTIONED

Bond and Stock Men do Business on Practically Same Basis—Charges Are Reasonable

A great deal of Western Canadian investment funds are now going into U. S. securities and helping to finance U. S. projects, according to a letter reaching THE FINANCIAL POST from a well known brokerage house on the Coast. They say that the reason for this is that the brokerage charges demanded by Wall St. houses, are a great deal less than the tariffs laid down by Toronto and Montreal houses, hence the reason for the present trend of funds.

A writer in Vancouver Sun recently said:

"For some time there has been a virtual boycott by Western Canadian financial houses against Montreal and Toronto trading. It isn't an airtight boycott. If a customer of a Vancouver broker wishes to buy—we'll say—Abitibi, the broker will put through the deal, paying $30 on each 100 shares to Montreal or Toronto brokerage houses and then charging his customer a commission on top of that for his own brokerage services. Perhaps the customer is satisfied. The Montreal and Toronto brokerage houses will not grant the Vancouver broker the slightest concession in commission on such deals, charging well-established B. C. houses as much as they would a member of the public. Result—the Vancouver broker finds that his own commission must, of necesity, be very small in such deals, and he naturally looks to more lucrative fields in which to place money.

"Wall Street wants the business, and is prepared to stretch a point or two now and then to obtain and hold it. Vancouver brokers say that Montreal and Toronto brokers, and even the exchanges, have given the cold shoulder to Vancouver business, and they relate instances in which certain stock deals of minor proportions were treated so indifferently as to discourage further investments there.

"And so, for years now, Vancouver has been giving preference to Wall Street and much money has gone from Western Canada into issues of American companies. Brokers' commissions are going into New York's banks."

A coast broker in a letter to THE POST says:

"There is no boycott such as the writer of the article alludes to, for outside brokers would be only too ready to improve their Canadian investment business. It is the high tariff imposed by Eastern brokers themselves which kills the business by restricting trading. We, and others, are at considerable expense for wire service in obtaining and furnishing exchange quotations on eastern exchanges as well as New York, and have worked up a business of considerable volume and thus enlarged the investment field materially, which could be used as a feeder to eastern exchanges if they would only avail themselves of it, but the handicap of high tariff rates sends the bulk of the business to New York, who are fully alive to the value of such sources of revenue.

"The action of the eastern exchange is not only restrictive in policy, but harmful to the companies listed thereon, which latter would benefit by a broader investment market for their stocks and promote more Canadian interest in Dominion enterprises. The bond houses in the East are, on the other hand, only too willing to split commission or charge minimum rates to outside brokers and do everything possible to encourage business, and thus have opened up fresh fields of investment buyers throughout the North West and Coast to their immense benefit and that of the companies whose bonds they handle, by widening the field of distribution.

"The contrary, as we have shown, is the practice of stock houses, who apparently cannot realize that by offering improved facilities and accepting lower initial commission rates the volume of business would increase their returns and give more business to its many members in place of it now being largely handled by a few of the more important houses. This seems to be a matter that concerns public companies and calls for some public attention."

Toronto brokers cannot sympathize with this viewpoint. They have their regular schedule of stock and bond charges. It was explained that it might work out in some cases where the eastern broker had to pay another commission or where some brokers made a charge for their money for the two weeks it would be tied up. These, however, are points easy to get over and it is hard to see the reason for the heavy charges that the coast house says it is asked to pay. He sent along the following comparative table:

Stocks Selling at	Stock Exchanges Toronto	Montreal	New York
99c.	6¼	6¼	3
5.00	6¼	6¼	7.50
9	12½	12½	7.50
10	30	30	15
99	30	30	15
100	30	30	15
124	30	30	15
125	37½	30	20
126 to 149	37½	30	20
150	37½	37½	20
199	37½	37½	20
200	50	50	20
299	50	50	20
300	50	50	20

FRUIT GROWERS POOL IN B. C.

VANCOUVER.—Pooling of fruit sales under the Associated Growers, Limited, of British Columbia, will continue, and 83 per cent. of the tonnage in the Okanagan Valley actually has been signed up, according to a statement by the directors.

B. C. FARM PRODUCTION

VICTORIA.—British Columbia's agricultural production last year increased in value $4,000,000 over the 1922 period, according to figures compiled by the Provincial Department of Agriculture. The report shows the figures of last year were $54,159,738, as against $50,322,971 in the previous year.

Flour Mills Handling Good Volume of Trade

From Our Own Correspondent.

MONTREAL.—An increase of 40 cents per barrel on all grades of spring wheat flour as a result of the rising strength of the grain markets and a reduction in millfeed quotations have stimulated both export and domestic demand, and conditions in the milling industry are generally regarded as being satisfactory. The volume of business being handled at present is considerably larger than millers anticipated for this time of the year and in the aggregate is much ahead of figures for the corresponding period of last year.

In the export field complete figures for all countries show that during the seven months of the milling year, which ended on March 31 last, there were exported from Canada 7,901,316 barrels as against 7,255,441 barrels for the corresponding months of the 1922-23 milling year. The British West Indian field is developing rapidly and both Europe and the Orient are becoming bigger customers than ever for Canadian flour.

C. N. R. Directors Discuss Cut In Capitalization of the Line

First Annual Report of Government Transportation System Indicates That Long Term Debt is Greater Than Entire Book Value of the Canadian National Railways

From Our Own Correspondent.

MONTREAL.—Sir Henry Thornton's first annual report is such a comprehensive document that few questions that one could ask about the Canadian government-owned railway lines are not answered therein. Besides giving a complete picture of the road's financial position a mass of data is given concerning traffic, mileage and similar matters. The report does not attempt to paint a glowing picture; nor does it conceal anything. It is a straightforward business-like document such as the shareholders of the road—the people of Canada—had a right to expect from their general manager.

Only in one place is there likely to be criticism. The report does not segregate earnings on different sections of the system as thoroughly as might be expected; in fact as thoroughly as necessary if the actual position of various of the securities of the lines is to be understood. The income statement is not very clearly drawn up to indicate the payments earned or due on the stocks outstanding in the hands of the public or in the possession of the Dominion government.

Line Is Over-Capitalized

In looking over the report the two outstanding weaknesses in the Canadian National Railways strike the eye. They are not new developments; in fact they are the developments that brought about public ownership of the line. One is the top-heavy condition of the financing, relic of the somewhat reckless bond selling of the promoters of the various lines that now are the Canadian Nationals, and of unwise dispensation of public funds in former days. There is no less than $1,937,282,322 of bonds and similar securities shown in the balance sheet as liabilities, although the entire investment in the road is placed at $1,899,407,587. The liabilities include loans from the Dominion government and appropriations on account of the old Canadian Government Railways. The obligations outstanding and in the hands of the public alone total $823,099,056. But the liabilities to the government represent money that has been paid out by the government.

Directors Considering Write-Down

The fact that the long term debt of the C. N. R. is greater than the total investment recalls the suggestion of Sir Joseph Flavelle that the capitalization of the line should be adjusted with some regard to values represented.

Sir Henry Thornton indicates that the directors have under consideration a policy of writing down the advances and capital held by the government. These should be written down, the directors evidently feel, to a figure which may be regarded as consistent with the earning prospects of the railway. Says Sir Henry: "In the consideration of such a problem the interests of the government, which is to say the people of Canada, must be given due weight. On the other hand it would seem to be unreasonable to burden the Canadian National Railways with a load which is beyond its conceiveable earning capacity. The directors have this problem under consideration but before any definite recommendations can be made a careful survey must be made of the capital position of the company not only with a view to meeting this difficulty but also to simplifying and consolidating a variety of securities outstanding."

This last sentence suggests activity along the line of exchange, some of the present outstanding securities for others of a more definite nature. Such might be done with perpetual debenture stocks of Grand Trunk Pacific and perhaps even with the income charge convertible debenture stock.

The following statement gives a concise picture of the outstanding funded obligations of the road:

Securities held by public	$823,099,056.10
Securities held by Dominion Government	33,048,000.00
Receiver's Certificates re Grand Trunk Pacific ..	53,177,668.18
Loans from Dominion Government including int.	580,314,081.34
Appropriations account Canadian Government Railways..	447,643,526.03
Governmental grants in aid of construction ...	16,204,520.40
	$1,953,486,852.05

Traffic Is Not Dense

The second point that strikes the attention in studying the annual financial report of the C. N. R. is the fact that the railway is not making as effective use of its 21,000 miles of line as the C. P. R. is making of its 13,000 miles. Improvement is being made as more aggressive methods of going after business are put into force and much further improvement will be made as the country is peopled and settlements established along the many of the C.N.R. lines. There is no doubt that the C.P.R. line operates through mostly profitable and settled territories in Canada while the C.N.R. lines include in addition to the profitable Grand Trunk line many branch lines into sparsely settled areas and double transcontinental lines that along vast stretches have but little business to tap. The C.N.R. gets shorter hauls on the whole than the C.P.R. It has fewer trains running per mile of road and it gets a smaller tonnage of freight on each train. Thus its ratio of expense for each dollar taken in is greater than in the case of the C.P.R.

Freight miles per mile of road	1,242,342	960,762
Freight earnings per mile of road	$10,107	$8,495
Average amount received per passenger	$2.40	$1.69

Further Comparing the Two

Some further comparisons between the C.P.R. and the C.N.R. are made here; the figures for the C.N.R. being taken from the 1923 annual fiinancial report just issued and the figures for the C.P.R. from the annual financial report of that company for 1923.

Some Comparisons C.P.R and C.N.R.
Earnings and Expenses

	C.P.R.	C.N.R
Earnings	$ 195,837,090	$ 254,926,456
Expenses	158,358,080	234,689,893
Net earnings	$ 37,479,010	$ 20,236,563
Expense ratio	80.86%	92.06%
Fixed charges (rent of lines and interest)	66,959,919	13,470,653
Assets and Liabilities		
Investments, assets, securities, etc.	$1,011,198,960*	$1,899,407,587
Lng. trm. debt	$254,594,882	$1,937,283,332
Capital stock	353,335,254	270,230,914
Corp. surplus	112,714,305	....
Corp. deficit	....	289,586,224
Traffic		
Mileage operated	13,658	21,851
Psngrs. carried	14,650,427	23,683,781
Psngr. miles	1,346,030,334	1,446,779,216
Freight, tons	30,852,994	57,248,338
Ton miles	14,500,617,325	18,615,107,256
Equipment		
Locomotives	2,255	3,268
Freight cars	90,802	128,853
Passenger cars	2,859	3,363

* Includes steamers, etc.

It might be well in passing to refer to the frank manner in which the balance sheet that had been drawn up for the Canadian National Railways indicates a deficit of $289,390,405. The deficit will likely be higher before the movement turns in a downward direction. Each year's operating deficit adds to the profit and loss deficit and there are sundry items of close to $9,000,000 carried in suspense as assets that may eventually have to be wiped out. Should the plan be carried through of reorganizing the capitalization of the line, this deficit would probably be changed into a surplus in the transaction.

Worthless Investments Dissipate Much of the Country's Savings

Savings banks records are good evidence that a large percentage of the people have learned the art of saving money, but not many of them have mastered the subtle task of judicious spending or investment. Throughout the country savings accounts are growing in a gratifying manner, but there seems to come a time in the history of these accounts when the owners dissipate them in reckless fashion for something that is not to their own interests, or make a worthless investment which ends prosperity for the time being, says Galt Reporter.

The phase of thrift and economy that is still undeveloped is judicious spending. Often it is found that the builder of a savings account succumbs to the lure of worthless stocks. Instead of consulting the local broker, solicitor or banker whom they know and in whom they have confidence they fall a victim to the ingratiating stranger and part with their money only to find that the investment is unsound. Frequently they are tempted to buy luxuries that provide no adequate return for cash. Then they are forced to withhold payments of legitimate expenses from the grocer, the butcher, the drygoods store. Therein begins a process that slows up the whole business and creates what we call "bad times."

The education of the people is far from complete when they have been schooled to save money. They ought also to have much more instruction on how to spend it so that it gets into channels where it will give the spender a safe return and also support the general business organization. When that is accomplished we will be more free of the hills and valleys in business.

WAYAGAMACK HAS BOUGHT NEW LIMITS

This Fact Brought Out In Booklet Prepared for Wembley Fair by Big Paper Mill

MONTREAL.—Wayagamack Pulp and Paper Company has gotten up a neat booklet about its mills to be distributed at Wembley. In the booklet it is stated that less than fifteen years ago the word "Wayagamack" was unknown except to a few Indian tribes, while to-day it is no exaggeration to say it is a household word the world over.

In 1911 the promotors of Wayagamack recognizing that up to that time arrangements for the manufacture of Kraft paper in Canada were of a more or less spasmodic nature, decided that the time had arrived for the erection of a well-managed and up-to-date mill that could be depended upon at all times to supply the paper consumers of Canada with a wrapping paper that would be equal, if not superior to, papers which were being imported in small quantities from European markets.

The first step was the acquisition of the famous Baptist Timber limits of 1,121 square miles situated in the heart of the St. Maurice River Valley and the formation of Wayagamack Pulp and Paper Co. became an accomplished fact. As location for the plant, an island called Isle de la Poterie, situated at the junction of the St. Maurice and St. Lawrence rivers, was chosen. This was re-named Wayagmack Island, the Indian word meaning "round lake."

"As suitable wood is the life-blood of a modern paper mill," it is explained, "two additional and important timber limits have recently been acquired by Wayagamack, one on the Portneuf river on the south shore of the St. Lawrence, which covers an area of 485 square miles, the other the well-known Breakey limits of 450 square miles situated on the York river in the Gaspe peninsula. These properties contain over 90 per cent. of spruce, which is the best wood procurable for the manufacture of Kraft pulp."

HOUSE, NOT SENATE, KILLED MELLON PLAN

Need For Amendment to Constitution Regarding Tax Free Bonds is Evident

CHICAGO.—There is a great mistake about the defeat of the Mellon plan, says a special bulletin of the Farm Mortgage Bankers' Association of America. Many people think it met its death the second week in May, in the United States Senate. They are misinformed. It had been dead for ninety days when its requiem was chanted in the Senate. It was killed Feb. 8 in the House of Representatives when the Green constitutional amendment to do away with tax exempt bonds lacked seven votes of receiving twice as many favorable votes as unfavorable. The Mellon plan then became a corpse. Ever since that date the devoted followers of the plan have been rallying behind a dead body. They did not learn their mistake until the final vote was taken in the Senate three months later.

The Mellon plan taken as a complete whole consisted of two propositions. One was the reduction of surtaxes on the theory that excessive surtaxes defeat their own purposes by driving money out of industry and thus reducing the volume of taxes collected by making the rate too high. It was maintained that excessive surtaxes invited investment in tax exempt securities and other methods of avoiding taxation.

The first proposition was supplemented by a recommendation to amend the constitution to permit the taxation of future issues of state and municipal securities. Ownership of tax free securities now enables millionaires to evade payment of Federal taxes, shifting that burden upon productive industry, earned incomes, commerce and agriculture. In his new book, "Taxation: the People's Business," Secretary Mellon says of the need of this constitutional amendment:

> "It is incredible that a system of taxation which permits a man with an income of $1,000,000 to pay not a cent to the support of his government should remain unaltered."

That statement shows that Secretary Mellon recognizes the importance of taxing incomes now tax free.

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B. C. LUMBER TO NEWFOUNDLAND

VANCOUVER.—The second cargo of British Columbia lumber for Newfoundland left recently for St. Johns, via the Panama Canal. This shipment consisted of about 1,000,000 feet of pipe stock, presumed to be used in the construction of penstocks for the big pulp and paper plant that is being erected on the island, and about 1,000,000 feet of timbers and construction material.

Getting West Indian Trade

Keep up the Quality and Meet the Specifications of the Buyer

By E. W. MACDONALD.

This article and another to appear in a later issue were written for THE FINANCIAL POST by E. W. MacDonald, D.S.O., M.C., F.R.G.S., of Halifax, who recently conducted a thorough investigation of export trade possibilities for Canadian manufacturers in the West Indies.

Trade with the British West Indies is by no means a new venture, but it is only in recent years that any considerable interest has been displayed in its possibilities except by merchants in the Maritime Provinces. Since the enactment of the various trade agreements with the different islands, however, there has been a partial awakening on the part of exporters in other provinces to a realization that the volume of this business is of sufficient importance to command their attention. But, even so, Canada has so far fallen far short of occupying her logical position in these markets.

With the preferential tariff rates now in force, direct steamship communication, an effective though limited and much criticized Trade Commissioner Service, favorable exchange rates when competing with American goods, and the desire of most West Indian buyers to favor inter-Empire trade whenever feasible, Canadian exporters are in the position of being able to make a strong bid to dominate West Indian trade if they will only press their advantages for what they are worth. The business is there for those of them who have the initiative to go after it. Only a short time ago Canadian exports to these markets were confined almost entirely to fish, lumber and butter, whereas they now comprise a forminable list which includes drugs and cheese, cement and glassware, electrical specialties and canned fruit, automobile tires and confectionery, barbed wire and many other commodities of equal diversity. Three years ago, Canada's share in Jamaica's flour trade did not amount to more than 25% of its total. Today it is 80%; and this figure is also representative of the Dominion's proportion of this business in all the other islands of the British West Indies.

Four Causes of Trouble

In cases where Canadian exporters have failed to make the most of their opportunities, the trouble can usually be traced to one or more of four principal causes. First, too many manufacturers are over-awed by the reputed difficulties connected with export business and are inclined to place undue credence in the exploded theory that foreign trade is possible only to the, so called, "large" producer. The truth is, there are many small firms in the Dominion who could build up a good business in the West Indies if they only thought so and were prepared to make an intelligent effort.

On the other hand, there are more than a few Canadian concerns who have tried to introduce their goods to these markets without taking the trouble to familiarize themselves with export methods and without being willing to adapt themselves to local peculiarities and customs. As might be expected, they have met with indifferent success.

Third, there are those who are unwilling to cut their export prices below their domestic figure in order to introduce their line. It must be realized that a new market must be thoroughly tested out and small profits expected during the initial stages of a campaign.

Keep Up the Quality

Then there is another class whose moral code, unfortunately, appears to condone almost any action provided it will show a profit; and it is to be regretted that their activities have resulted in many a black mark being chalked up against Canada's account. They have shipped goods of a quality inferior to what specifications have called for; they have repeatedly given actual short weight; they have cancelled deliveries when prices have been advancing; and, when shipment has not been possible, they have not even bothered to write letters of explanation to their customers. Naturally, such policies have not been productive of the confidence on which continued patronage depends.

Contracts must be lived up to even though it means a loss to the shipper, and an export trade can not be built up by showing an interest in it only when there is a buying depression at home and ignoring it immediately domestic business has assumed its pre-slump proportions.

The problem of representation is usually one of the first to present itself to the intending exporter. The "big" firm is, in most cases, able to make its own connections and it may be taken for granted that the fact that it is a "big" firm is generally an indication that it knows its business thoroughly and is well able to look after its own interests. The "small" manufacturer, however, usually has a little more difficulty in getting started.

Establishing a Connection

Assuming that he is not able to afford the expense connected with supporting a representative of his own, he has two courses open to him. First, he can associate himself with one or more other firms similarly situated for the purpose of sharing this overhead, a method which is very popular in the United States and Great Britain and is even resorted to by many concerns who are well able to keep a man of their own on the road, or if the first method is not practical, his preliminary move should be to get in touch with the Canadian Trade Commissioners in Trinidad and Jamaica. They should be provided with complete information regarding the goods it is intended to export, samples, catalogues, copies of pamphlets, circulars or other descriptive literature, and lowest export prices. These prices should be inclusive. That is, in addition to the actual selling price, they should include insurance and transportation charges and represent the actual amount the importer is required to pay at the port of entry. Further, where the pound is the currency unit, quotations should be made in sterling.

The next step is to make a decision regarding the best means of distribution and this will usually be determined by the Trade Commissioner, largely by the nature of the article being exported and by the ability of the local market to absorb it. There are three methods available, but the one followed in most instances where this procedure is followed is to deal through a commission agent who has been recommended by the Commissioner and who has been interested in the goods by him with the aid of the samples, etc., already forwarded.

The problem of payments should not present any great difficulties, as it is very little more complicated in the West Indies than at home. The standing of customers can be readily checked up through the Canadian banks which are well represented there and who are able to give excellent service in this regard, and terms of payment of drafts can be arranged according to custom or as indicated by expediency.

Further, perhaps the most important decision he will have to make will be in connection with representation. If it is evident that the estimated volume of business will not justify opening a branch agency, he has three methods to choose from. First, there is the large importer who has his own clientele, who carries large stocks and whose credit is A-1, with whom he can either arrange direct sales or exclusive distribution privileges. Second, there is the commission merchant who is usually a more aggressive salesman than the large importer, whose scope, when dealing with the retailer, is somewhat larger, and connection with whom allows greater freedom. Then, there are the importing retailers who are becoming more and more numerous and seem destined to become a factor in this field which will demand serious recognition. They have begun to look more and more to the source of supply when making their purchases and to depend less and less on local importers and agents, especially in groceries, dry goods, general hardware, musical instruments, jewelry, stationery, sporting goods and toilet articles. Exporters of these lines will do well to consider them before making hasty connections in some other quarter.

ORDER FROM C.N.R. WOULD SAVE TOWN

Sydney Mines Chief Coal Operation Likely to Close Down Indefinitely

From Our Own Correspondent

SYDNEY.—Unless some arrangement can be made with the C. N. R. to take 1,000 tons of coal weekly, the Jubilee pit at Sydney Mine is likely to remain closed indefinitely. J. E. McLurg, vice-president of Besco, told the townspeople that present slack operations are due entirely to lack of demand for coal, and that these conditions are not local, but are in every coalfield in Canada and the United States. It was not Besco's intention to abandon the field, but Jubilee pit cannot be re-opened at present, and no reliable forecast can be made of the re-opening date, which depends entirely upon market conditions. Credit will be given at the company stores to all unemployed miners who were regular customers of these stores when the mine closed and coal will be furnished on credit to unemployed miners. Jubilee miners, actual coal diggers and assistants, will be transferred to Florence and Princess pits, but the total output of Princess and Florence will not be increased beyond the present daily tonnage. Datal workers from Jubilee cannot be placed in these pits, while Princess and Florence will get their share, equally with the southern pits, of available employment; there is the one chance prospect of re-opening Jubilee at once if a contract can be made with the C. N. R. to supply 1,000 tons weekly from that mine. Jubilee for some time has had a contract with the C. N. R. for 1,400 tons weekly, but whether this has now expired or has some time to run could not be ascertained. The general impression is that the old contract still stands and that the company requires the total to be increased to 2.400 tons before it can re-open Jubilee with a chance of breaking even.

Move to Encourage Use of N. S. Coal in Ontario

A movement to encourage use of Nova Scotia bituminous coal in Ontario has been launched in Toronto. After a conference at Queen's Park between Premier Ferguson, representatives of British Empire Steel, and others, it was stated by the Nova Scotia people that they could lay down soft coal in carload lots in Toronto at $7 or $7.50 per ton. This would include about 75 cents for carrying the coal to Montreal by boat, 25 to 35 cents for transshipment at that port, and from $1 to $1.25 freight charges between Montreal and Toronto.

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REPORT of the Directors
for the Year ending 31st December, 1923

FIRE DEPARTMENT

The net premiums amounted to $27,391,160. The net losses amounted to $13,181,905, or 47.8 per cent. of the premiums. The commission and expenses (exclusive of taxation) amounted to $11,105,955, being 40.5 per cent. of the premiums. The Fire funds amount to $20,960,000.

MARINE DEPARTMENT

The net premiums amounted to $6,286,385. The net losses in respect of 1923 and previous years amounted to $7,573,290, but the losses in respect of previous years were already fully provided for in the reserves brought forward for that purpose. The expenses amounted to $553,055.

The Marine funds amount to $7,000,000.

ACCIDENT DEPARTMENT

The net premiums amounted to $30,786,945. The claims paid and outstanding amounted to $17,873,675 or 58.1 per cent. of the premiums. The commission and expenses amounted to $11,701,970, or 38 per cent. of the premiums. The Accident funds amount to $23,170,000.

LIFE DEPARTMENT

During the year, 2,347 Life policies were issued, assuring $10,268,980, with new premiums of $442,280. Re-assurances were effected with other companies for $950,985 at premiums of $41,035. The net new assurances were thus $9,316,995, and the net new premium income $411,245, including $92,545 of single premiums. The consideration money received for annuities was $468,790. Claims by death amounted to $2,821,335, and $1,035,360 became due in respect of endowment assurances matured. The Life funds amount to $60,684,605.

FUNDS OF THE COMPANY
On 31st December, 1923.

Fire Funds (including General Reserve)	$20,960,000
Life Funds	60,684,605
Sinking Funds and Capital Redemption Funds	2,669,040
Marine Funds	7,000,000
Accident Funds	23,170,000
Profit and Loss Account	3,039,040
Capital paid up	5,025,000
Debenture Stock Funds	11,363,340
	$133,911,025
Provision for Outstanding Claims and Accounts	18,445,015
Total Assets as per Balance Sheet	$152,356,040

Figures converted at $5 to the pound sterling.

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S. P. S. REUNION

A reunion of the Faculty of Science (School of Practical Science), University of Toronto, will be held on November 7, 8 and 9. It is nearly two years since the last reunion was celebrated. The Engineering Alumni council of the university is making the arrangements for the event.

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WILL INSPECT KEORA

Favorable reports are coming down from the north in regard the surface exploration of the new Keora property in South Lorrain. There are rumors that a silver find has been made on surface, but no announcement has been made. Six veins have been opened on surface. It is understood that the directors are going north to make an examination.

Ore receipts at the Trail smelter of the Consolidated Mining and Smelting Company from May 15 to May 21, inclusive, amounted to 7,371 tons, and for the year to date 179,706 tons.

MINING NEWS FOR THE INVESTOR

SILVER STOCKS ARE IN DEMAND; PRICE OF BULLION HIGHER

Bull Movement in Mining Market Seems to Have Taken Hold

There is a new activity in the mining market. Predictions are being made that it will develop into a bull movement of considerable proportions. There has been a feeling abroad that the market could not continue to ignore the favorable mining development which was going on in Northern Ontario but it is believed that the advance in the price of silver, with everything indicating that the price of silver bullion will go considerably higher, has evidently awakened the market. Practically all the silver shares are in good demand and there is said to be little or no stock offering in many cases.

Following the annual meeting, Mining Corporation reacted, much more than there seemed any justification for. Keeley is strong on reported London buying. There are a number of very well regarded silver prospects in South Lorrain which are beginning to show some strength, the success of the Lorrain Consolidated being in a measure responsible for this. This latter stock and Keora have supplied the market leadership for the past week. Clifton is rapidly winning its place back as a popular issue with mining people. There are pretty favorable comments as to the chances which it has on its new silver property.

Dome, McIntyre and Hollinger, the three gold leaders, have been showing considerable strength, while Lake Shore, Wright-Hargreaves, Teck Hughes, Vipond have responded well to the little buying that has appeared on the market. Night Hawk is off color. There are indications that someone has taken advantage of the disturbed situation at the mine to depress the issue. Castle has made a sharp recovery.

The market is to-day better than it has been for months.

Building This Tunnel to Last Over Century

SYDNEY.—Because the mine is expected to produce coal for over one hundred years, the new pit known as No. 1B on the sea coast near the town of Dominion, has been equipped with one of the finest permanent main haulage ways on the North American continent. The tunnel has been cut by blasting the solid rock above the seam to a total height of 10 feet with a rock and concrete pack wall at one side. The roof is carried by 80-pound steel beams, supported by timber props cased in concrete. The reason for making the work so permanent is to make repairs practically unnecessary for the next century. The outside part, near the shaft bottom, is being fitted for electric haulage locomotives.

Paymaster Rushing Its Lateral Development

Paymaster's later work is progressing at the 100, 200, 300, 400, 600 and 800-foot levels, and it is proposed soon to sink the main shaft to 1,000 feet. In addition to large low-grade ore bodies opened up at the upper levels, recently a new vein has been found on the 600-foot level, which is reported to have a width of 20 feet with values up to $25 a ton.

Interests closely associated with the Premier Paymaster are also operating the United Mineral Lands properties adjoining, where an extensive diamond drilling campaign was carried out last year with satisfaction to the company. This work was suspended in November, since which time an electrically driven mining plant has been installed and connected up with the transformer house at the Paymaster, three-quarters of a mile away. The shaft at this property is down 250 feet, and the new plant has a capacity of 200 feet. A new shaft house, 70 feet high, and modern steam heated mine buildings, have been built on the property.

These two companies are controlled by Boston interests, who also control producing silver-gold-copper mines in Butte, Montana. The investment of this group of Boston mining men in the Porcupine camp has already reached a total of around $900,000. A number of other properties in the district are also either owned or controlled by them in addition to the two above mentioned.

OPTIONS OLD GRACE

Canada Gold Syndicate is reported to have secured an option on the old Grace mine in Michipocoten.

ASSUME WHOLE BOUNTY

Touching on the aid to iron ore development in an address at The Soo, Hon. Jas. Lyons stated that he would favor the province assuming the whole of the bounty proposed of one cent a unit in the event of the Dominion Government declining to assume one-half of the proposed bounty.

REOPEN CANE SILVER

Cane Silver Mines, in Cane township, is being operated. Surface outcroppings are being tested out and considerable new exploratory work is being done. The discovery of a wide aplite vein has been announced, running at right angles to the veins in which silver values have been found, and will be explored further. Shaft sinking is to commence shortly on one of the most important veins.

Backus Interests Reported Interested in Westree

It is reported that Chas. Miller, Toronto, associated with Backus Minneapolis interests, has taken an option on Westree Gold mines. The deal is said to involve the immediate expenditure of $50,000. Then if the property stands up to the favorable sampling, already completed, $250,000 additional will be spent and the company reorganized on a basis which, it is reported, is favorable to the present shareholders. This is evidently the cause of the flurry in the stock.

NO DIVIDENDS YET FOR MINING CORP.

"When We Find the Ore" is the Best Promise President Watson Made

J. P. Watson, president of Mining Corporation, was in no way definite in his address to shareholders at their annual meeting in regard dividends. He dealt with the matter at some length, the kernel of his whole remarks being, if we find the ore we'll pay the dividends. He said:

The experience of your directors in silver mining has led them to the conclusion that three conditions are essential before dividends should be paid, especially when the ore deposits in the producing properties are so variable, both in frequency and extent, as those in this district. These essentials are:

1. The discharge of any large property and other commitments; (this has been done.)

2. The possession of liquid assets which are sufficient in themselves to ensure a thorough and exhaustive exploration of the properties; (at present we have no worries on this point.)

3. The establishment of ore reserves large enough to take care of operating expenses and pay the dividends.

In reviewing the situation at the end of 1923, your directors saw that the first two of these objectives had been reached. In order to arrive at the third, namely, to create ore reserves and thus put your corporation on a dividend basis, production was subordinated to exploration, the former being continued only at such rate as to maintain our liquid assets, while lateral work was vigorously pushed forward in the hope that at this meeting some dividend announcement might be made.

In November of last year, our new main shaft was completed to the sixth level, and lateral work was immediately commenced. During the next two months, ore shoots, though uncertain in extent, were encountered with encouraging frequency. Since January of this year, on the fifth and sixth levels, drifting has been continuously carried on, both north and south from the main shaft on both the Woods and Watson veins, as well as on another sub-level, but no new bodies of ore of importance have been discovered. This has, of course, been a disappointment, but in my mind, is merely another instance of the erratic nature of the ore shoots, which we must expect in this district, and is a vindication of the policy decided upon as regards dividends.

This conservation of our financial resources for the development of the properties already acquired in this district has greatly changed our general policy. While in years past, properties in outside areas were continually under investigation and examination, this practice has been practically abandoned, as your directors consider that in South Lorrain lies sufficient scope for some years of operations.

Another matter to which your directors have given considerable thought, is the history and fate of other companies operating in South Lorrain in its earlier stages, many of whom were forced to close down through lack of funds. There are many awkward situations in which a mining company may find itself, but I know of none more awkward than that of owning properties of undoubted potential value, rendered incapable of development by the depletion of the treasury through an abortive dividend policy.

In reality, this question is a very simple one—if we find the ore, we will pay the dividends—and if the same good fortune attends our exploration work in this district in the future as has in the past, the profits will be available for dividends and will be distributed.

CONIAGAS LOSES PLANT

Coniagas plant was burned at Cobalt during the past week. Under the debris a high grade silver vein was located. This will be taken out. It is likely that Coniagas will use the Beaver mill, which property it has under option.

High Grade Shoot of Lorrain Cons. Holding

Lorrain Consolidated's new high-grade silver discovery is reported standing up well. New Yorkers connected with the company are now on their way north. An official statement just sent shareholders says:

"On May 10, it was decided to open a new level from the shaft on our No. 1 vein, at a point approximately fifty feet above the Keewatin-Diabase contact, which was considered a favorable horizon for exploration. On May 18, the last round blasted in the station exposed a calcite vein carrying ruby silver. In the several following rounds the vein widened out and varied from eight inches to three feet in width, carrying native silver over the exposed surface. We are driving on a vein eight inches wide carrying native silver and assaying from 2,000 to 5,000 ounces per ton, and on May 23 over a ton of this high grade ore had been bagged from the station alone. We are hopeful that this is the forerunner of our obtaining values in sufficient quantities to put us in the class of the large producers. We will probably start at an early date the sinking of a new shaft on our No. 3 vein, which assayed silver on the surface, and as there are several other areas to be developed which our engineers believe to be very favorable for ore occurrence, we hope to be able to advise you of further good news as the work proceeds."

MILLION DOLLARS BID FOR DUNWELL

Another Valuable Portland Canal Mine Now in Limelight

From Our Own Correspondent

VICTORIA.—It is announced that $10,000 will be spent by the Mines Department on a road to the Premier mine in Portland Canal area. This section now holds the centre of the stage, no longer due entirely to the spectacular performance of the Premier Mine, now controlled by the Guggenheims, but to the splendid showing of several other properties, notably the Dunwell. The Dunwell promises to rank with the Premier when shipping commences. According to recent news from the mine, No. 3 tunnel has encountered a new silver-gold ore body eight feet in width, four feet of which is good milling ore and four feet of high-grade, showing silver sulphides. The completion of No. 4 tunnel, which will be the main working tunnel, it is expected, will give an additional depth of 300 feet on the dip of the vein encountered in tunnel No. 3. The discovery of this grade of ore has altered the company's plans considerably and on completion of the wagon road to the mine shipping will be commenced in the fall. Operations will be carried on continuously thereafter. The company believes that a fair average of the ore body, with a little sorting, would be worth from $150 to $125 a ton. It is reported that several large corporations have offered to purchase the Dunwell property at prices ranging as high as a million dollars.

McIntyre Earnings to Reach $1,500,000

McIntyre's net earnings for the fiscal year ending June 23 are expected to run $1,500,000 compared with $919,000 in 1923. Pres. Bickell expects the Miller share option of 70,000 shares will be cleaned up this month. He says it is too early to make a pronouncement in regard to the new shaft. It was of paramount importance that the engineers have complete data before going ahead, otherwise a very serious mistake might be made. Hopes are entertained that by August at the latest sufficient will be known of conditions to definitely go ahead. In the meantime, engineers are at work making tests.

PICK UP RICH VEIN

Tough-Oakes-Burnside is reported to have cut a vein at the 1,000-foot level, carrying free gold. The showing is good, and while no assays have yet been made and the definite result will not be known for a few days, the mine management are very optimistic regarding the strike. It is believed to be a downward continuation of the vein cut on the 600-ft. level.

WIGWAM DEVELOPING

A crew of thirty-seven men are at work at Wigwam Silver Mines. It is hoped to cut one of the main veins which gave fine silver values on the surface. In the shaft an oil engine has been installed. Further additions to the working force will be made in the near future. Some of the richest surface showings in the Gowganda camp were uncovered on the Wigwam.

SILVER AND OTHER METALS

	3	4	5
Silver—			
London (P)	35	35	34⅞
New York	67	67⅛	66¾
Copper	12¾	12¾	12¾
Lead	7.00	7.00	7.00
Zinc	5.75	5.80	5.77

Mining Stock Quotations

Week Ending June 3

	High	Low	Close June 3	Close May 27
Apex	3½	3¼	3½	3¼
Argonaut	48	43	44½	46
Atlas	5½	3¾	4⅞	3¾
Baldwin	3⅝	2¾	3⅝	2¾
Beatty	5	4½	4⅝	4⅞
Beaver	16¾	15½	15⅞	17
Bidgood	7	6½	8⅛	6½
Buckingham	3	2½	3	2½
Can. Lorrain	56	52	52	55½
Capital	32½	32	32½	31
Castle Treth.	70½	59½	69½	59½
Clifton Con.	17	15¾	16½	15½
Coniagas	182	175	175	180
Cons. Smelters	39½	38¼	39½	38¼
Cons. W. Dome	22¼	21¾	22¼	22
Col. Kirkland	3½	3	3½	3
Crown	57	50	55	50
Dome Mines	16.65	16.30	16.50	16.20
Everett	5	4½	5	5
Goldale	20½	18	20	18
Hattie	6⅞	5¾	6⅞	5¾
Hollinger	12.75	12.60	12.65	12.62
Hunton	10	9½	10	10
Indian	22½	20½	21	21
Keora	12	10	11	11
Keeley	2.18	2.12	2.26	2.14
Kirk. Lake	19½	19	19	19¼
Lakeside	16	14½	16	15
La Rose	10½	10	10	10
Lake Shore	3.70	3.65	3.70	3.70
Lorrain, T. L.	1.32	1.25	1.25	1.30
Lorrain	25½	23½	25	23¼
McIntyre	16.50	14.50	16.00	15.35
McKinley	12	11½	12	11
Mining Corp.	2.94	2.75	2.82	2.95
Moneta	17	16	17	16
Montreal, Ont.	17¾	5	7¾	6⅜
Newray	31	29	30	29
Nipissing	6.20	6.05	6.05	6.15
Night Hawk	45	45	45	50
Ophir	4½	3¼	4½	3¼
Preston, E. D.	10⅞	10⅝	10⅞	10½
Pete Lake	8¾	7¾	8¾	7¾
Porc. Crown	6½	6½	6¼	6¼
Rouyn	15	14	15	10
Teck Hughes	1.12	1.10	1.11	1.10
Thomp. Krist	1¾	1¾	1¾	2
Timiskaming	20½	20½	20½	20
Tough Oakes	64½	61	62	63
Trethewey	12½	10¼	12½	10
Skead	25	23½	25	23½
Vickers	10	9½	10	10
Vipond Cons.	1.05	1.00	1.05	1.00
Wakenda	2¾	2¾	2¾	2½
Wasapika	2½	2	2½	2¼
West Tree	6¾	4½	6¾	3¼
Wettlaufer	27	24½	26¼	24¾
W. Hargreaves	2.95	2.95	2.95	3.00
NEW YORK PRICES				
Int. Nickel—com.	13⅜	11¾	13⅜	11⅞
OIL COMPANIES				
B. A. Oil	34	33¼	34	34
Imperial	104	104	104	20
Inter. Pet.	17½	17¼	17½	18¾
Mutual	10½	10¼	10½	10¾

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All the Power Small Mine Operator Wants

During the years 1922 and 1923 steady progress has been shown in the mining industry of Northern Ontario. Developments have not only materially added to the ore reserves of the producing mines, but have increased the number of producers as well as extending both gold and silver areas by new discoveries. The great handicap to expansion in the gold district was a shortage of power, due to an abnormally low rainfall in 1922. The rainfall was 28.05 inches as compared with an average for the previous eight years of 32.41 inches. This trouble was largely overcome with the spring break-up of 1923. Later, with the advent of additional power from Sturgeon Falls on the Mattagami River, and Indian Chutes on the Montreal River, the demand from extensions was satisfied for the time being, says A. A. Cole, T. & N. O. mining engineer, in his annual report.

Large mill expansions are already planned for the coming year, but the power developments under way on the Quinze river and the Abitibi river will be more than ample to take care of these.

In recent years the small gold mine operator has been heavily handicapped regarding power in Porcupine, for when a shortage occurred he was given little or no power in order that the larger consumer with a steady contract should have part at least of his wants satisfied. Now the small operator can get all the power he requires.

URGE POOLING OF STOCK

Shareholders of the Montreal-Ontario Mines, have received a second letter from President W. F. Empey impressing upon them the need for the pooling of their shares.

Mr. Empey stated the directors are doing their utmost to get the new company's stock, Kirkland Rand, placed on the market at a reasonable price, and this can be done to advantage when the required number of shareholders have pooled their stock.

REOPEN OXFORD COBALT

Underground work has been resumed on Oxford Cobalt Mines, in Gillies Limits, near Giroux Lake, following a shutdown of several months. Funds for an extensive exploration programme are understood to have been assured. Some nice looking veins have been discovered at the Oxford, but as yet no commercial ore deposits of importance has been located, although officials are very hopeful. If Mining Corp. working in the same area meets with success, an intensive development of Oxford will follow.

MINE DEVELOPMENT MEANS GREAT DEAL BRIDGING GAP

Bounty on Iron Ore Will Mean Great Deal to Northwest Section

Painting a rosy picture of the wonderful possibilities of mining development in Ontario, with Fort William and Port Arthur as the centre, Professor Goodwin, Toronto, in speaking at Fort William, recently, said there was no end to the expansion of the iron and steel industry. He pointed out that if iron were mined in close proximity to the twin cities, it could be brought there and smelted, pig iron could be produced and then manufactured into iron and steel. This, he said, might lead to an extension of business that would tax the imagination of the most optimistic.

"If the bounty on iron ore becomes an accomplished fact, as I hope it will," continued the professor, "it is likely that this will just make the difference that will lead to real development. The point has been reached where we know that money can be made by preparing the ores for the furnace, but it is just at the ragged edge."

Professor Goodwin stated that he believed they would have got over the ragged edge if the Helen mine had been chosen for the roasting plant rather than the Magpie mine.

Twins No Disgrace

"Cities spring up wherever opportunity arises for men to plant them, and, though the normal birth of a city is one, there are sometimes twins and, while they are no disgrace, they sometimes prove embarrassing," said the professor.

Every city wanted population. The grain traffic did not bring population to any extent. The grain went through and that was the end of it. There was no end, however, to the expansion of an iron and steel industry.

Plenty of Deposits

Speaking of the fields for development, he said there was the Mattawan range, with its low grade ores, and the Atikokan range with its high sulphur ores, requiring two different processes of treatment. They had in Ontario the same iron bodies that had yielded the immensely productive iron ore mines of Minnesota.

DOME'S MAY OUTPUT

Dome Mine's output in May was $371,055 against $358,811 in the preceding month, according to information received by Arthur E. Moysey & Co. In May, 1923, Dome's output was $355,532.

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NEWS OF THE BANKS AND BANKING

BANK DEBITS SHOW A NICE INCREASE

Not Great in Total But Better Than Average for the Season

OTTAWA.—The amount of bank debits to individual accounts, that is, of cheques charged against bank accounts at the clearing house centres of Canada and at the branches of the Weyburn Security Bank, as reported to the Dominion Bureau of Statistics, increased by 2.9 per cent. in April as compared with March, aggregating $2,022,612,811 as compared with $1,965,982,072. The increase in April, though slight, was somewhat greater than the usual seasonal advance, as estimated on the basis of bank clearings of the last five years.

Bank clearings in April were $1,266,030,548 as against $1,174,278,616 in March, an advance of 7.8 per cent., compared with a seasonal increase of 2.3 per cent. indicated by the statistics of the past five years.

Bank debits to individual accounts at the clearing house centres of Canada, March and April, 1924:

	March	April
Maritime Provinces—		
Halifax	$ 20,593,512	$ 23,091,506
Moncton	5,501,745	6,022,977
St. John	22,267,345	22,773,248
Total	$ 48,362,602	$ 51,887,731
Quebec—		
Montreal	$560,415,027	$589,583,636
Quebec	40,343,969	44,218,925
Sherbrooke ...	8,097,066	7,807,086
Total	$608,856,062	$641,609,647
Qntario—		
Brantford .. .	$ 5,910,345	$ 6,410,023
Chatham	......	......
Fort William	5,726,355	5,903,744
Hamilton	40,117,162	46,675,615
Kingston	4,416,399	4,834,850
Kitchener .. .	6,404,815	8,563,243
London	20,237,484	23,307,102
Ottawa	124,107,779	121,317,073
Peterborough .	5,290,944	5,470,087
Toronto	549,571,067	541,844,028
Windsor	22,600,314	22,954,119
Total	$784,382,664	$787,279,884
Prarie Provinces—		
Brandon	2,239,432	3,543,822
Calgary	50,074,516	50,161,869
Edmonton .. .	25,540,763	26,403,545
Lethbridge ...	3,575,645	3,466,891
Medicine Hat .	4,556,798	4,885,377
Moose Jaw ...	6,584,276	6,950,461
Prince Albert	2,034,317	1,952,249
Regina	21,449,002	21,671,648
Saskatoon .. .	9,618,100	8,658,383
Winnipeg	259,397,286	275,505,563
Weyburn Bank	1,103,132	1,206,299
Total	$386,173,267	$404,406,107
British Columbia—		
New Westmin.	4,851,473	4,750,053
Vancouver ...	115,173,965	112,834,511
Victoria	18,182,039	19,844,878
Total	$138,207,477	$137,429,442
Total for Canada ..	$1,965,982,072	$2,022,612,811

LODGE CREDIT IS AT TIMES ABUSED BY USING BANK

Manager Tells of Clever Scheme and of His Revenge

There have been many aspirants for the title of the "meanest man" but for absolute lowness in the human species I think the palm should be given to that fellow who will take advantage of the confidence created through membership in a fraternal organization to put it over a fellow member. Yet it is often done—and frequently a bank manager is the victim or he is drawn into the game. In discussing such cases with a Toronto bank manager the other day he recalled one of his own experiences with considerable satisfaction. The smooth lodge member got away with $700 but the manager started a campaign which resulted in the crook going up on a heavy sentence two months later, but let the banker tell it:

"I had a branch in one of the smaller Canadian cities at this time—now some years ago, when a resident, of whom I knew in a casual way but had not met, came in and discussed a loan. He wanted to get $300. He explained that he had some real estate in Cleveland that he was arranging to sell and that when the deal went through he would be well supplied with funds. I said that I would arrarnge a loan on his note but that he would have to get someone to endorse it.

"The upshot was that he got a fellow member in the local lodge of the Macabees, who was in good financial standing, to endorse his note and I advanced the $300.

"Then before the note was due the borrower went to the grand lodge of the Macabees at Cleveland as a delegate and when he returned he brought in a cheque for $2,500, which, he said, was the proceeds of the sale of his property in Cleveland.

"Cleverly he did not ask to raise the whole amount. He made a deposit and then proposed to draw $1,000, out of which he would pay the $300 note. I spoke to the backer of the note and he said that it would be all right, but unfortunately I did not get him to endorse the $1,000 cheque before I cashed it.

"You will have understood by this time that the cheque was a forgery. I was in an ugly predicament, but the man who had gone good for his fellow lodge member was game. He accepted the responsibility and made good the loss.

"But I was not through—not by any means. I got hold of a group photograph of that Macabees grand lodge in Cleveland and there was the treacherous 'brother' right next to the grandmaster. Oh! He was a shining light in the lodge activities. His desire to get into the spot-light in this case was his undoing. Copies of that photograph and a complete description were sent broadcast over the country and he was landed in Birmingham, Alabama.

"When arrested it was discovered that he was an old-timer who was well known at Sing Sing. He had been going straight for five years in that Ontario city but he had finally skidded. Sixty days after he got away with the money he was given a sentence of seven years.

"Nor is that quite the end of the story. A worthy, well-intentioned, but misunderstanding clergyman got up a petition and finally had the sentence much shortened. And the last I heard was that this confidence man had put over some other game on a bank in the States and got away with $2,000."

Fraternal societies do a great good in establishing social equality, but all members of such organizations cannot be accepted on the same footing when it comes to their financial standing. The bank manager must be on his guard for those who would stoop to capitalize their lodge connections to establish a credit standing and secure funds.—J. W. T.

Staff Gossip

A. L. Maclachlan, manager of the Sterling Bank at St. Catharines, has been appointed treasurer of the Chamber of Commerce.

* * *

Frank Mills has been compelled by ill health to resign from the Sydney staff of the Royal Bank, and has gone to his home in Sussex, N.B., to recuperate.

* * *

J. E. Grasset, recently manager of the Bank of Commerce branch at Trinidad, British West Indies, has been transferred to Timmins, to take over the management of the Bank of Commerce here in succession to Mr. Taillon, transferred to Sudbury.—The Advance, Timmins.

* * *

In honor of Captain J. R. Simard, who is retiring as manager of the Ford branches of the Provincial Bank of Canada, to assume the management of a new branch of the bank at La Baie St. Paul, Quebec, a dinner was held recently at the St. Clair Country Club attended by a large number of the banker's friends.

The dinner also took the form of a welcome to J. L. P. Roy, who is succeeding Capt. Simard in the local post.—The Star, Windsor.

IMPERIAL BANK

The Imperial Bank announces the following staff changes:

L. R. Anderson, formerly manager at Springwater, Sask., branch, has been appointed manager at Big Valley, Alta., vice A. W. Foran, resigned. J. A. Black, formerly manager, Waterhole, Alta., branch, has been appointed manager at Springwater, Sask.

Ten Per Cent. Dividend for Home Depositors

OTTAWA.—Before the Committee on Privileges and Elections inquiry into Home Bank affairs, G. T. Clarkson, joint liquidator, stated that there were about 60,000 depositors in the Home Bank, and between 1,600 and 1,800 shareholders. A dividend of 25 per cent. had been paid by borrowing $2,500,000 and by getting the Ontario Government to suspend its claim for $1,250,000. He anticipated that in about three years, under normal conditions, a 10 per cent. dividend might be paid.

A DEFINITE BASIS FOR CHECKING CHARGES

Arrangement Applies on Accounts of Less Than $300 in Boston

To meet the situation wherein it has been shown that there is a loss on all accounts carrying smaller balances than $300, the Boston Clearing House Association has unanimously adopted a service charge, by which every deposit account subject to check and payable on demand, with an average monthly collected balance less than $300 shall be charged not less than $1 as compensation for services rendered during such month. Accounts against which no checks have been drawn during the month will be exempt from the charge.

In addition to this service charge, a regulation has been adopted regarding the calculation of interest and providing that there shall be deducted from the aggregate daily balances for the month, on all deposit accounts subject to check and payable upon demand, the average monthly collected balance of which is less than $10,000, an amount of $500 for each day, as a portion of such account free from the payment of interest by the bank.

These regulations apply on all deposit accounts payable on demand, except savings deposits.

This definite arrangement of fees on current accounts which do not carry a reasonable balance will be ot interest to bankers in Canada. Our banks generally recognize that customers with current accounts not maintaining a fair balance should pay for the service rendered, but there has never been a uniform basis adopted; there is usually a sliding scale which takes various circumstances into consideration.—J. W. T.

Royal Bank Closes Its Branch at Barranquilla

From Our Own Correspondent.

MONTREAL.—The Royal Bank of Canada has closed its Barranquilla branch—the only one in Colombia—giving as the reason the impossibility of working profitably under the present financial conditions of that country. There are rumors of important bank consolidations on the Atlantic coast of Colombia.

How Bank Tellers Can Identify Bills

MONTREAL.—Demonstrating in a striking manner how easily bills can be traced after they have been in circulation, teller after teller went into the witness-box in the Serafini murder trial and picked out from money found in the possession of accused bills which they had handled prior to the Hochelaga Bank collection-car hold-up, and which they identified as having been in the automobile at the time of the robbery.

Bills as small as $5 were picked out, along with tens, fifties and hundreds. A teller had counted thirty-nine bills of one denomination, and noticed one of them had a big blue-pencil "39" written on it. It saved him the trouble of writing "39" again, so he put it on top of the bundle and sent the bundle to the collection car. He picked his bill out of a handful in court this morning. Another teller had counted up 125 fives and marked the last bill of the odd packet. He picked out his "25" in court.

Yet another had laughed over some Rumanian words on the back of a hundred-dollar bill, and a fourth had patched a torn bill, noticing that it had already been patched once. Both were able to pick their bills out at sight.

Exchange

Sterling as well as the continental exchanges suffered a considerable decline early in the week, the former as a consequence of American selling, and the latter largely in sympathy with the pound. The heavy offerings of sterling from New York apparently resulted from uncertainty concerning the political situation in Great Britain and Europe. The political crisis in France had a sudden depressing effect on the franc but this was later reversed under a heavy buying movement.

Exchange rates for the week on United States funds, sterling, francs, and lire were as follows:

NEW YORK FUNDS

			Last Year	
	High	Low	High	Low
May 29 .	1 25-32	1 21-32	2 3-8	2 5-16
May 30 .	1 13-16	1 3-4	2 13-32	2 11-32
May 31 .	1 25-32	1 21-32	2 1-2	2 13-32
June 2 .	1 21-32	1 19-32	2 1-2	2 13-32
June 3 .	....	....	....	....
June 4 .	1 11-16	1 5-8	2 3-8	2 9-32

STERLING, FRANCS AND LIRE

	Sterling Demand	Francs Demand	Lire Demand
May 29	4.31	5.22½	4.38¼
May 30	...	...	...
May 31	4.31	5.12	4.34
June 2	4.31⅞	5.09½	4.34½
June 3	4.31½	5.11	4.35
June 4	4.31	4.93½	4.33½

Monthly Bank Clearings

(In comparison with same month last year)

Eastern Cities	May, 1923	May, 1924
Halifax	$ 15,541,568	$ 12,356,763
St. John, N.B. .	12,342,922	......
Moncton	5,495,848	3,545,771
Sherbrooke . ..	4,317,149	3,760,304
Quebec	26,871,787	23,627,302
Montreal	494,794,559	467,254,020
Ottawa	40,009,412	32,092,908
Kingston	2,926,437	2,984,820
Peterboro'	3,736,954	3,496,086
Toronto	445,473,511	424,138,944
Hamilton	27,424,550	22,543,403
Brantford	4,641,742	4,029,305
London	15,050,853	12,154,881
Kitchener	4,930,124	4,330,532
Windsor	16,325,100	14,330,338

Western Cities	May, 1923	May, 1924
Fort William ..	$ 3,672,717	$ 4,056,735
Winnipeg	243,987,265	230,328,539
Brandon	2,482,557	2,232,644
Regina	13,857,313	13,320,140
Saskatoon	6,839,095	6,460,906
Moose Jaw . ..	4,961,790	4,319,964
Prince Albert .	1,542,026	1,390,598
Lethbridge . ..	2,051,631	2,275,183
Calgary	19,336,041	27,587,776
Edmonton	21,495,208	18,152,493
Medicine Hat ..	1,215,235	1,383,242
N. Westminster	2,749,117	2,672,996
Vancouver	64,370,051	66,173,006
Victoria	8,467,727	8,690,598

Weekly Bank Clearings

(In comparison with same week last year).

Eastern Cities	May 31, 1923	May 29, 1924
Halifax	$ 3,925,174	$ 2,499,729
St. John	2,752,856	2,046,169
Moncton	1,026,887	738,108
Sherbrooke . ..	989,488	......
Quebec	5,779,954	3,943,453
Montreal	97,563,011	75,469,901
Ottawa	6,075,075	4,415,427
Kingston	615,922	557,582
Peterboro'	800,811	596,221
Toronto..	107,780,486	77,527,289
Hamilton	6,019,136	4,609,729
Brantford	986,680	745,925
London	3,169,956	2,117,197
Kitchener	1,086,518	788,131
Windsor.	3,645,366	3,321,628
Total, East	$242,217,320	$179,376,489

Western Cities	May 31, 1923	May 29, 1924
Fort William ..	964,353	660,870
Winnipeg	50,104,599	45,924,110
Brandon	501,086	385,818
Regina	3,100,762	2,576,177
Saskatoon	1,291,697	1,226,512
Moose Jaw . ..	851,024	809,548
Prince Albert .	312,903	252,566
Lethbridge . ..	351,066	367,169
Calgary	4,114,988	5,309,020
Edmonton	7,998,129	3,471,076
Medicine Hat ..	264,392	236,314
N. Westminster	654,337	576,828
Vancouver . ..	14,485,031	13,259,665
Victoria	1,933,953	640,620
Total, West ...	$ 85,928,320	$ 76,696,293

No Danger of an Over Issue of Circulation by the Banks

Ask any average business man how a bank prevents an over-issue of its note circulation and he will look at you blankly and doubtless ask: "Do you know that there is such a thing as the Bank Act?"

If you admit this, but point out that all banks hold in reserve many times more of their own notes than they are by law permitted to issue, and if you ask what assurance the public have that these notes are not unlawfully put into circulation, the man will doubtless reply: "Why, such a thing never happened—the matter is controlled by system."

Granted that it can't happen, and to the credit of our institutions be the honor, as a matter of interest, how is it controlled? A. G. L. Trigge, secretary of the Canadian Bank of Commerce, has explained the system as practised in that institution.

Let us start with the printing of the bills. This is done by an engraving company, who is required to report to the Canadian Bankers' Association the exact number of bills delivered to any bank. All new bills are kept under the control of two or four men, and cannot be placed in the hands of the tellers without the consent of the manager and the accountant. This reserve is subject to the count and inspection of the bank's auditors, and the shareholders' auditors. These may be termed direct methods of checking.

Checking the Supply of Notes

An indirect check is maintained by what may be termed the "barometer of circulation." Years of experience have indicated that the rate of outgo and inflow of a bank's notes is practically equal. That is, there is little excessive fluctuation, except at particular seasons, which, being known ahead, can be provided for. The amount of notes in the hands of tellers in the various branches is known from monthly, weekly or daily reports, and before any one of several branches could exceed its normal issue it would have to apply to one of the local reserve centres for an additional supply of notes. When, and if, such extra supply is called for, the local reserve centre notifies the head office, and, if the extra issue is likely to exceed the minimum of safety set by the bank, a deposit, in gold, or its equivalent, is made with the central gold reserve to cover same.

The Commerce, having a paid-up capital of $20,000,000, is, accordingly, authorized to issue an equal amount of notes. As a matter of fact, the amount of notes in the hands of the public, and in reserve, and in the tellers' boxes, may total $35,000,000. This does not mean that such total would be issued unless the proper provision were made for such issue. But that these notes should be in the teller's hands is natural, in order to have on hand reserves sufficient for replacements of old bills, and to maintain a ready supply of notes over so widely-spread a country, where demands for increased circulation varies, east and west, as crops move, or other products require to be handled. A maximum of between 18 and 19 million has, however, been set by the Commerce, thus leaving 2,000,000 to allow for sudden fluctuations, which rarely reach this amount. When, however, this maximum is reached, head office is ready to take such steps as may seem wise to keep the 2,000,000 margin of safety intact.

Noteholders Protected

Nothing short of actual knavery and the connivance of several high officials could make an illegal over-issue possible. Even were such an improbable thing to happen, the outstanding notes would most certainly be met, by virtue of the agreement with the Canadian Bankers' Association, and the bank at fault has to pay a heavy fine to the Dominion government.

In counting up its outstanding circulation, the Commerce is one of the few, if not the only bank, that has to count the cents into its final total. This is occasioned by the fact that a number of $20 notes, of the province of Nova Scotia, issued before Confederation, which are still outstanding, are an obligation of the Bank of Commerce, and are redeemable at approximately $19.46.

Naturally, the issue of fresh notes to replace old notes destroyed, would make no difference in the total outstanding with the public, or available for issue. Destruction of notes is so frequently done that it has become an ordinary experience. Three members of the board of directors, together with the general manager, make up the "Funeral Party" that proceeds to the incinerator, and, having checked the count, consigns the notes to the flames, and makes out the certificate to this effect. Time was when this burning process afforded a sudden surprise to the "Newsies" of Toronto. It seems that one bank committed its bills to a furnace that had too swift a draft, with the result that the business streets were treated to a shower of half-burned money, which had blown up the flue.—A. C.

THE PRAIRIE FUR CATCH

REGINA.—During the year ended June 30, 1923, 1,462,288 pelts, valued at $2,242,835, were taken in the province of Saskatchewan, according to returns made by the chief game warden. Of the total value, muskrat accounted for more than 50 per cent. Royalty collected by the province on these pelts totalled $89,568.

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An advertiser recently asked us for certain information regarding our subscribers in seven typical Ontario cities.

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CITY:—
Kitchener
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Kingston
Port Arthur
Sault Ste. Marie
Ottawa
Fort William

Total Rating of Hardware Stores in these places—
$6,301,000

Total Rating of Subscribers to Hardware and Metal in these places—
$6,231,500

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THE FINANCIAL POST HAS THE LARGEST PAID CIRCULATION OF ANY CANADIAN FINANCIAL PAPER

TORONTO, JUNE 6, 1924

MANITOBA AND ONTARIO

WHEN Premier Bracken, of Manitoba, addressed the Dominion Mortgage and Investments Association on Western problems, he left the impression that the provincial government was being directed by a sound, earnest leader who combined, with determination to discharge his obligations to the public, a remarkable knowledge of the fundamentals of the country's great problem,—agricultural readjustment. But those from Ontario who listened to him could not but wonder whether the experience of the Eastern province with its Farmer government might not be repeated on the prairies.

Premier Bracken, of Manitoba, and Premier Drury, of Ontario, took office under very similar circumstances. Neither had been actively interested in politics. Both are men of high ideals. Premier Bracken has, as Premier Drury had, a cabinet containing some good men but, on the whole, lacking in men of outstanding ability.

In Ontario the Farmers' government has been shown to have failed because of the weak men in the cabinet and the inability of one strong man to control. The system demanding that the cabinet positions be filled by elected politicians prevented Premier Drury from forming a strong government. Likewise this system has, no doubt, handicapped Premier Bracken in the formation of his cabinet.

Premier Drury tried to give Ontario good government and failed because of a system which prevented him from calling into his cabinet the best men available. Premier Bracken is trying to give Manitoba good government and if he fails it will be because of this same system. Is it not high time that such a system should be changed?

A TARIFF COMMISSION

DURING the recent budget discussion at Ottawa, Premier King made a brief reference to the possible appointment of a tariff board or commission to analyze problems of taxation and recommend policies. The inference was that such action might become a part of the Liberal tariff policy. Unfortunately, the subject has not yet, apparently, received further attention.

That policies of public finance, despite our progress in other directions, are still subject to political juggling, is one of the absurdities of the way we do national business. Taxation is among the most intricate problems that the country is faced with. To raise sufficient revenue to carry on the undertakings of the government, is itself complex, but to do it in such a way that business will not be impeded and will not be so handicapped that it is less able to pay taxes in the future, is a problem worthy of the most intensive study by experts. The incidence of taxation is a subject which few have been able to master. The effect of raising or lowering the tariff is also an extremely intricate matter.

The attempt of modern democratic countries to cope with these problems has been disappointing, to say the least. Our solution has been to let politics decide for us—to leave the matter to a majority in a political party, a policy much akin to the puerile method of "flipping a coin."

The science of medicine requires years of study. Every successful business career has been made possible by years of training and preparation, yet the vitally important matter of financing the undertakings of a country, we leave to the vagaries of politics. The result, naturally, and inevitably, has been a perpetual handicap to business and industry—a series of ups and downs, the consequence of political experimentation. The government which adopts the tariff board policy in attempting to cope with this difficult and serious problem, will have the hearty support of the country.

I.W.W. AIM AT AGRICULTURE

HAVING been driven out of the Western States practically at the point of the gun and having failed to gain a real foothold in British Columbia lumbering and mining camps because of the decisive stand of the operators backed by public opinion, the I. W. W. organization is planning to invade the prairies. The Farm and Ranch Review, Calgary, warns that "our farmers will probably be treated to a repetition of the tactics adopted by these gentlemen in the wheat areas of the United States, where granaries and wheat fields were burned and other outrages committed in order to enforce the peculiar views held by this communistic organization."

Last year there was ample evidence of the pernicious activities of the I. W. W. amongst the harvest help in Alberta. This year it is evidently intended to carry the campaign further. The leaders of the Cranbrook strike have been actively organizing in Calgary. It has been publicly proclaimed that more than 6,000 of the I. W. W. members are coming into the harvest fields this year to demonstrate that an eight-hour day can be put into effect in the agricultural industry.

The menace is a real one. With such a short harvest season and largely dependent on one crop Western Canada would be still further handicapped in world markets if the I. W. W. is able to enforce its unsound theories. The editor of the Farm and Ranch Review advises the farmers to oil up their shotguns and lay in a supply of ammunition, but the federal and provincial authorities can surely do something to more effectively check these law-defying trouble-makers.

BUSINESS STANDARDS

A REAL menace to business is the tendency to lower commercial standards. This is evidenced not only in bribery of governments and such incidents as the Tea Pot Dome scandal, the crimes of Governor McCray, of Indiana, the Squires-Dominion Steel graft, the Home Bank affair, and the Jarvis-Smith mix-up in Ontario. The average business man has noted the tendency in his daily intercourse.

The president of a big Canadian corporation said the other day: "A contract is not a contract any more. For instance, our coal contracts contain strike clauses. We find that when coal prices go up there is almost always a strike. It may only last a day but it is enough to cancel the contract. After a few such experiences we began to hit back. Whenever coal dropped we managed to find something wrong with the quality of the product we were getting."

Frankly admitting that situation, this executive nevertheless deplores the tendency to introduce such ethics into business. He traces the growth of dishonesty in business back to the war when the governments required cancellation of many contracts in order to carry on war work. Business men learned then that there might be personal advantage in the cancellation of contracts and some of them have been doing it ever since.

All of which is short-sighted. No individual firm will long benefit from adopting anything but the highest standards of business principles. The good old copy book rules ought to govern every transaction and the formulation of every policy. There is plenty of room for religion in the office. After all religion in the office—as well as in the home and on the golf course—is the most sincere service that man can render.

THERE is a big difference in the Senate passing branch line bills for the Canadian Pacific to be built with funds of private investors on the responsibility of the directors and in passing similar bills for the Canadian Nationals to be built on the credit of Canadian taxpayers to whom the Senate itself is responsible for the expenditure of the money.

* * *

WE HEAR a lot in this country about letting the Red agitators have their say because England stands for free speech. Part of this very insidious campaign has been to tell the Englishman that he is tolerant—it was a preliminary step to facilitate the spread of propaganda. There is nothing in industrial conditions to-day in England to encourage Canadians to allow the Soviet agents unlimited scope in carrying on their campaign to disturb Canadian production to the advantage of our Bolshevik competitor in world markets.

* * *

THE Dominion Mortgage and Investments Association did not display wisdom with which it usually conducts negotiations with governments when it passed a resolution formally complaining of legislation in Alberta. Even though the situation there may be as serious from the standpoint of the mortgage companies and from the standpoint of the provincial credit as stated, it seems to us that no good can result from passing a resolution which will probably have the effect of making the issue a political one, and handicapping the association in its further negotiations with the government.

Character and Courage Needed for Success, says Chas. E. Neill

Something About the Life Story of the Man Who Startled Ottawa the Other Day With His Ideas on Banking and the Public's Relation

From Our Own Correspondent.

As much banking progress was made in Canada in one day last week as has been made in many months of argument between legislators and banking heads; between eastern general managers and western farmers; between the guardians of the country's financial coffers and those who would be borrowers. The general manager of one of Canada's big banks went up to Ottawa to talk to the parliamentary committee on banking and commerce. Setting down the definite principle that "what is good for the country is good for the banks," this man proceeded to cast to one side many ancient notions that have been held by bankers in this country for many years and he also set out to clear up many time honored illusions held by the public about the banks.

Someone ought to appoint Charles E. Neill, general manager of the Royal Bank of Canada, to the job of official clarifier of the national atmosphere; a sort of peacemaker among "blocs" and sections.

CHAS. E. NEILL.

Clear thinking and sincerity are the two things most needed in the leadership of Canada to-day. Mr. Neill seems to have developed these two qualities to a distinguished degree. He developed them in the course of a life that is an interesting record of the kind of success that can be achieved by any young man in Canada if he will but stick to the old copy book maxims.

His First Lesson in Character

Thirty-five years ago when sixteen-year old Charles Neill got a job as junior in the branch of the Merchants Bank of Halifax, at Fredericton, N. B., the manager of the branch called him into his office and gave him a few words of advice. "And remember, son," he said in winding up his words of wisdom, "you have to learn that everything you see and do in this bank about somebody's else's business is absolutely private. You have to learn not to talk."

Charles Neill learned that lesson well; too well, for he has always worked hard and worked so quietly that few people know much about him beyond the fact that he is general manager of the Royal Bank of Canada and that he is charged with the responsibility of administering the half a billion dollars of that second largest of Canadian banking institutions.

He Breaks Silence

In fact, when Charles E. Neill went down to Fredericton the other day to receive the degree of LL.D. from his home town University of New Brunswick and delivered a lecture to the students of the graduating class he broke a thirty-five years' silence and made his first public speech of any importance, outside of addresses to the shareholders of his bank.

It was an interesting talk that he gave to the students and charged with much philosophy on life and success from one who is now in the middle of a life that has already proven a success. He told the students his ideas on success. He said: "It is not for me to refer to the ethical aspects of the question, nor to dwell on the difference between achievement of material success and the acquirement of that moral worth without which no life can be truly successful. These questions are for the teacher and philosopher, and it would be presumption on my part to touch upon them. I can only offer a few suggestions along practical lines as to the qualifications and characteristics which occur to me as fundamental if a man or woman is to be successful in the ordinary material sense of the word.

Character and Courage

"A short time ago five men were asked by the Young Men's Christian Association of Montreal to say in a few words what they considered essential for the achievement of a successful career. I happened to be one of the five, and I can best give you my views by quoting my reply:

> "Character and courage are essential to real success.
>
> "Have a well considered ambition and try to attain it by the unswerving pursuit of the goal set, with the fundamental precepts—honesty, cheerfulness and unflagging industry.
>
> "Seek to improve yourself in every way, and remember that nothing worth while can be achieved without strong personal effort."

'To analyze—

"Character and courage—these two go together. To command respect in any walk of life (and without respect there can be no success), a man or woman must have sound principles and the courage to live up to them; also the courage to face disappointment cheerfully, with the determination to turn to good account every seeming failure, for failure is a blessing if it saves us from sinking into self-complacency. High ideals are essential to success. High ideals are engendered by character and brought to realization through courage.

Importance of Ambition

"Have a well considered ambition. Whatever the line of endeavor may be—perhaps for learning, perhaps for great position, perhaps for wealth, perhaps political—the driving force of ambition must be there to provide the necessary continued and concentrated effort.

"Lastly, and all-important; nothing worth while can be achieved without strong personal effort. I am sure you all have character and courage; I hope you all have great ambition; and having these, the important and practical point I should like to emphasize to-day is the necessity for personal effort if you wish to succeed. This is a personal world, and if you are to achieve your well considered ambition, you must depend upon yourself, and on no one else. Many have the desire to succeed, but are not willing to make the effort required. They are not prepared to forego the pleasures of to-day for the rewards of to-morrow. Nothing worth while can be achieved without strong personal effort—by strong, I mean the best that is in you. Emerson has put this thought into two short lines:

"When duty whispers low thou must
The youth replies I can."

C. M. A.	
Out of business	201
xNon-payment of fees	162
Resignations	107
Amalgamations of firms	39
Additional representatives no longer eligible	38
Additional representatives no longer required	38
Financially embarrassed	27
Operations restricted to local business only	15
Company re-organizations	12
Belonging to other trade organizations	12
Practically not operating	10
Other reasons not specified above	6
	667

x—Representing an adjustment covering many accounts long overdue.

Started Early in Banking

That degree of LL.D. from the university of New Brunswick, meant more to him than a Doctor of Laws gown from McGill, of which he is a governor. That is because he has the Maritimer's love for any institution of the Maritime Provinces.

Charles E. Neill was born in Fredericton. His father was a hardware merchant of the progressive and successful type. There were five of the Neill boys and three went into the hardware business. But hammers and nails and building board did not appeal to Charles and he strayed from the path of family tradition by hunting up the manager of the Merchants Bank of Halifax, and getting a job as a junior clerk. Another young Fredericton boy went into the bank at the same time and became an assistant general manager at the same time as Mr. Neill.

Gave up Bisley Team

Charles Neill fitted naturally into the business of banking. He was soon throwing his entire physical and mental energy into his work. This does not sound like sacrifice, but it was to Neill. He came of a family of crack shots and was so good with the rifle that he made the Bisley team, spending three months in England as one of Canada's representatives at the world's premier shooting tournament. But as soon as he got back to Canada he put away his rifle and has not rested a bead on a bull's eye from that day to this. He did not see how he could mix shooting with banking, when the shooting meant asking head office for long leaves of absence to go to England or elsewhere for tournaments.

Out to the Coast

In the early nineties British Columbia began to develop rapidly and the Merchants Bank of Halifax decided to get into that field of service. It sent a few officials, collected from various points in the east, to Vancouver to open a branch there as the nucleus of the bank's group of offices in that province. Charles Neill was one of the men who was sent; he went out as accountant of the Vancouver branch. For many years after that, until 1907, he was in British Columbia in various capacities. It was a long jump from the extreme East to the extreme West, but Neill had to make it and he thus got the intimate knowledge of East and West that is of such great value to him in his work to-day.

When he went to British Columbia, Mr. Neill was accountant, but in a couple of years be was made manager of the branch. He became manager of the important branch at 27, which was an achievement in itself, but perhaps not so much of an achievement as his later exploit in climbing from manager to general manager in sixteen years.

Mr. Neill got his first managership because he demonstrated the qualities that later got him the post of general manager. He was always something of a digger into books and balance sheets. He spent his evenings learning things that were not part of his daily work, but which gave him the background of knowledge that would enable him to solve the problems that were of his daily work. Inside the bank he studied each account until he knew it by heart. He studied the classes of business in which the bank's clients were engaged until he could be of real advisory benefit to these clients. He still does this. Last year when a parliamentary committee at Ottawa got the sugar barons of Canada and Mr. Neill up at Ottawa to talk over sugar costs and prices, one of the members of the committee remarked, "That chap Neill knows more about the sugar business than the sugar people themselves."

Knew All About His Job

Every once in a while the board of directors or some of the officials from head office down east would go out to Vancouver and look over the branch. And they found that the accountant at this branch knew his job thoroughly and well. And so when the managership of the branch was suddenly left open they didn't send another experienced man out from the East. They put Neill in charge. As the bank's business grew and supervisors and inspectors were appointed, Neill got successive promotions until within a short time he was in charge of all the British Columbia branches.

He opened the bank's London branch and opened branches for the bank throughout the West Indies and South America.

Advancement Comes to Him

He came down to Montreal as chief inspector in 1907 and arrived at a most propitious time. The bank had just moved up from Halifax to Montreal and had changed its name to the Royal Bank of Canada. It was beginning that long period of rapid rise to wealth and prosperity that was initiated by Edson L. Pease as general manager and it was just getting under way its policy of broadening out to serve the West Indies and South America. Mr. Pease had started the work, but he was getting ready to retire from active participation in the affairs of the bank. Mr. Neill, who was appointed assistant general manager in 1907, had a great deal to do with the active work of covering the map of the West Indies with dots representing Royal Bank branches. When Mr. Pease retired Mr. Neill became general manager. This was in 1916. The transition from Mr. Pease to Mr. Neill was neat and smooth. It is the way the Royal Bank has of doing things around its head office. To-day if Mr. Neill were to resign there is more than one man equipped to take over his work.

Something About His Luck

That is a story of rather rapid rise to the top of the banking ladder. There was a good deal of study and work; and determination in that climb. It was not Simon Pure luck. But speaking of luck, Mr. Neill has always basked in the radiance of gleams reflected from some hidden silver horse shoe. He likes horse racing and on members' day when he enters a horse, that horse has a habit of winning. He used to curl and won championship cups. He comes honestly by his curling proclivities. His father was a curler, and his grandfather. Mr. Neill's ancestors all came from Scotland. His grandfather was a sturdy Scotchman who no doubt dropped the "Mac" in the ocean and left the Canadian branch or New Brunswick branch of the MacNeill family as plain Neill.

Here is another story about the Neill line of luck. He is a governor of a hospital in Montreal. The hospital needed money and it was decided to raffle a $6,000 string of pearls. Neill was selling tickets at $10 apiece to his freinds. He sold one to a friend. He looked at it and found that it was No. 13. He handed it back and asked for another ticket.

(Continued on page 15)

What Has Protection Done? Mr. Meighen Asks and Answers

Conservative Leader Asks For a Clean Fight, a Definite Verdict And a Chance For the Dominion to Get on Its Way Once More

The question: What has protection done for Canada? was answered by Hon. Arthur Meighen during the budget debate. That portion of his speech is important at this time and is given here in full. The government has adopted a definite policy for removing protection from the implements of production. Mr. Meighen asks, are we, or are we not, to have protection in Canada? He asks for a decision by which the people may understand clearly the course which the country is taking.

We are asked: What has protection done? For four decades this country maintained resolutely a protective system—a tariff fashioned to the needs of Canada. Throughout those four decades we made solid and increasing progress, and we made it against great odds—against the handicap of a farther developed nation right along our side—a nation of our own tongue abounding in all those attractions that a spirited and diversified industry can supply, rich in every allurement that draws to itself the seeker of a home or the soldier of fortune.

Against this formidable rival with the like of which no other country ever had to contend we grew in stature and wealth. We multiplied our manufacturing production ten fold, we multiplied our mineral production seventeen fold, we multiplied our agricultural production ten times, we opened up a Western Empire and spread a net work of transport from ocean to ocean; we laid the foundations and erected the girders of a big well balanced country where millions of virile people could live and multiply and make their home. At the end of that period such was our strength that we stood unbowed beneath the economic weight of a war participation undreamed of as within our power. True we experienced through this time, in common with every country and concurrently with our neighbours on this continent those variations of industrial expansion incident to every land, cycles of exhilaration and relapse round which the peoples of the world press forward their uneven march. But at no time in those forty years did we fail to improve our position and at no time could we be contrasted unfavourably with those other countries with whom we compare and with whom chiefly we compete. In 1921 we suffered with them reaction from the inflation of war. But we suffered no more than they. The numbers of our unemployed were indeed less by half proportioned to our population; the industrial disturbances were less severe. Then came the period of tariff bombardment, tariff threatenings, trumpetings and the blowing of horns. Two parties contrived to control this House—or rather one party with two divisions and two names. The great body of the one and a small portion of the other believed in tariff destruction. The other portion who believed in a protective tariff was lulled into acquiescence by the prospect of a political triumph and by equivocal assurances of apostasy given by the Liberal leader. The Laurier-Fielding tariff was the banner held aloft in industrial Canada. The 1919 platform was the battle-cry down the concessions and through the prairie West. As was inevitable both groups of followers have been betrayed. We have not in Canada to-either the one policy or the other. In fact we have no policy at all. We have had a process of tariff hacking, chipping and tinkering—in fidelity to no principle whatever. We have had nothing but a bartering of tariff concessions on the auction block, the victim industry chosen every time with an eye to political support; with an ear tuned to the division bell. Every day this chamber has rung with denunciation of our fiscal system even from the ranks of the government, loud vauntings about the goal of free imports, threatenings and slaughter breathed out by three ministers in succession—stability promised a year ago, the death-knell of protection to-day. This is the melancholy record of two and one-half years of power. What would honourable gentlemen expect?—I appeal to the business men of this House—what would you expect would be the consequence on industry? There is alarm, there is dismay, there is a stoppage of expansion; there is depression. The United States strengthened their tariff defences three years ago and sprang forward after '21. They have enjoyed a wave of prosperity the most abundant in their history, not universal but almost universal in its sweep. For the first time we have failed to share even a reflex of that prosperity. The industries which this government has attacked have languished. Speaking generally those only have prosperity who have engaged in selling our crops which fortunately have been heavy and in selling our natural resources and those dependent on them. To-day every member of this House knows that the feeling through Canada is anything but wholesome or hopeful. The barometer of migration is ominous. From the city, from the town, from the factory, from the farm, the procession is distressing. A year ago its volume suddenly rose to three times its normal dimensions. And still they go. Their numbers may diminish with the saturation of the United States—but are we making work for them in Canada We are circumscribing the area of employment every day. The inevitable consequences are upon us. Capital alarmed, business harassed, production dislocated, agriculture unassisted, labour contracted, tens of thousands of our children exiled, the debt heavier, taxation multiplied, the budget juggled, these are the reapings of thirty months of this government, the cruel cost to date of its brief and inglorious career.

What this country needs, the bitter lesson of experience is teaching now as never before. First and fundamentally Canada needs a protective policy consistently and unflinchingly pursued. Canada needs a fearlessly Canadian policy—a national policy in

(Continued on page 15)

PERSONAL

G. W. McLAUGHLIN, who has completed thirty-eight years of continuous service with the Robert McLaughlin Carriage Company and the General Motors Corporation of Canada, has decided to retire. He will summer in Muskoka and will then go abroad. Although he has worked hard for so many years, Mr. McLaughlin is still in what is usually regarded as "the prime" in the business world and there are many other business men who will learn with interest of his intention of dropping out and planning to enjoy life. So much has been written and said of the business men who have made themselves so indispensable to their business that they cannot let go, and of the others who have found that they did not want to let go, that Mr. McLaughlin's decision will be regarded by many as something of an experiment. Mr. McLaughlin entered his late father's carriage factory in 1885, serving his apprenticeship as a trimmer, and ultimately becoming vice-president of the General Motors of Canada, Limited.

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Due 1st February, 1st May and 1st June 1927-44.

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The City of Hamilton is one of the important manufacturing and distributing centres of the Dominion, with excellent transportation facilities both by rail and water. Over five hundred industries manufacture a wide variety of products. The neighboring Niagara Peninsula and the surrounding district are renowned for extensive fruit farming.

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INVESTORS' INQUIRIES

Questions of general interest submitted by subscribers of The Financial Post will be answered in this column, in which case only initials will be used. Other inquiries will be answered by mail. A three-cent stamp should be enclosed to cover a direct reply.

FAMOUS PLAYERS

H. S. H.—Do you consider Famous Players prefered at 70, carrying a bonus of 50 per cent. of common, a fairly good buy?

Famous Players operate a string of theatres in Canada. There has been quite an improvement in the theatrical business, and the company is reported as making fair progress. Their stock is speculative.

EUREKA-NFLD. SYNDICATE

W. D. McA., Nfld.—I would be glad to have your opinion on Eureka Gold stock at $1, and Newfoundland Silver Syn. 500 shares for $25. Are they a fair speculation for a long hold?

Eureka Kirkland owns a property in Kirkland Lake, and it is a fair prospect. However, it looks as if $1 a share is rather high for it. Newfoundland Syndicate has a promising looking prospect in South Lorrain silver camp.

CONSOLIDATED SMELTERS

Nova Scotian.—Will you give your opinion of Consolidated Smelters, if it is paying a small dividend, and if you consider it a safe buy?

Consolidated Smelters is not on a regular dividend basis. In January of this year a 6 per cent. payment was made to apply to 1923. This is the first payment made since 1921. The company is rapidly expanding, and is regarded as one of the largest base metal operators in the world. The recent rise in this stock was due to buying by insiders, which may be taken to indicate that the proposition is regarded as being fairly sound.

MANUFACTURERS' FINANCE

Investor, New Brunswick.—I have been advised to buy Manufacturers Finance Corporation stock. What do you think of it?

The Manufacturers' Finance Corporation was organized in May, 1923, to make loans on the security of automobile, fire, tractor and machinery lines, etc. There is undoubtedly a wide field for operations of this sort, but, of course, success depends largely on management. The directors of the Manufacturers' Finance Corporation include a number of men with long and successful business experience. So far the company seems to have done well. Assets on December 31, 1923, included lien notes, $68,951; loans secured by lien notes, $54,480; bonds $10,650. With good management this company should earn satisfactory profits. An objection to purchasing stock of such a company is that the market for selling it is not wide in case of hurried realization.

The directors of the company are Hon. J. A. Macdonald, Hon. P. G. Blondin, Hon. G. E. Roberts, J. A. Cameron, K.C., Lieut.-Col. S. B. Anderson, Col. D. R. Street, Lieut.-Col. John A. Cooper, Col. Robt. Stark, W. M. Macdonald, Melvin F. Clarke, Hon. H. B. Stevens, S. L. Hall, K.C.

MINING SHARES ARE WEAK

G. W., Moncton.—Have you any idea if the slump in Goldale is caused by a petering out of the ore or stock market juggling? I would also like to have the same information in regard to Rouyn Gold Mines. Mining trade journals keep giving advice to investigate mining stocks before speculating, but I am at a loss to know how this can be done. There seems to be so much difference in opinions. I hold some Matachewan, Goldale, Rouyn, Capital and Silver Bullion. None of these nice little stocks seem to be doing much.

Mining stocks are not doing well these days.

Goldale dropped when Kerr Lake reliquished its option. The property still has merit and it should not be long idle.

Rouyn Gold mines in Quebec is a prospect. The return from the sale of stock to the company was, we understand, very low and this would indicate that it will take a long time to make a mine—if the ore is there.

Capitol and Silver Bullion are two speculations that seem to have a good chance.

You don't say which of the Matachewans you hold. That camp promises to be a big one.

SPANISH RIVER BONDS

Reader, Saskatchewan.—Kindly inform me what you think of Spanish River 8 per cent. bonds, 1941, say for $700 investment. Of course if their lumber got burnt off by bush fires it would put them in bad shape. Do they own their own ranges? Are their dividends paid half-yearly, and when?

The Spanish River Pulp and Paper Company is the largest producer of newsprint paper in Canada and the 8 per cent. bonds are well secured. There is a nine million dollar issue of bonds ranking ahead of them but these are gradually being reduced through the operation of a sinking fund. Moreover, on May 1 of the present year a sinking fund on the eight per cent. bonds was started which will have the effect of taking $60,000 of the bonds off the market each year. This is a factor which tends to provide an active market for the bonds if you want to sell at any time. At the same time there is not a great chance of the bonds appreciating value as present prices are around 106½ whereas they may be redeemed by the company at 107. During the past seven years the bond interest has been earned 3½ times on the average. The total assets of the company amount to nearly $35,000,000 as security for slightly over $12,000,000 of bonds. Behind the eight per cent. issue there is $18,066,000 of preferred and common shares on which seven per cent. dividends have been paid regularly since 1920. Investment in these bonds should prove satisfactory and at present prices yield 7.35 per cent. Interest is payable May 1 and November 1.

ALBERTA OIL LEASE

Banker, Saskatchewan.—A customer of mine has come into possession of gas and oil leases covering forty acres in the Many Islands Lake field, and as he is not in a position to sink a well, he is at a loss to know to what use he can put his lease. I wondered if you could give me the names of some reliable companies who would perhaps be interested, and to whom he might write.

Your client's only chance of profit would seem to be to hold the lease. If the Community Oils of Medicine Hat or the other large concern drilling there happened to strike oil—they seem to think they will—your client might then have no trouble getting a good price for the 40 acre lease. Write S. Ratcliffe, Medicine Hat; he is a pioneer operator in the field.

IMPERIAL STEEL EXCHANGE

Banker, Galt.—One of our clients, who holds 8 per cent. bonds of the Imperial Steel Corporation, had a proposition put to him to exchange these bonds for 30-year general mortgage bonds paying 6½ per cent. We wish you would kindly give us your opinion as to the advisability of an exchange being made.

The holders of the first mortgage bonds of the Imperial Steel Corporation are being asked to exchange these bonds for thirty year general mortgage bonds, which really are secured by a second mortgage on the property of the company. New capital is desired. A financial house in England has agreed to loan one hundred thousand pounds to the company but demands a first mortgage on the plant. Consequently the request for the change.

We understand the deed of trust securing the first mortgage provides that a change of this sort may be consummated if over 50 per cent. of the bond holders agree, and that this number have already agreed to the change; consequently other bond holders must agree. In making the exchange you will secure $125.00 of the new bonds for every $100.00 of the old first mortgage bonds.

LIFE INSURANCE PROFITS

Business Man, Moncton.—Would you be good enough to give me information about the Crown Life Insurance Co.? Would like some sort of a comparison with other Canadian companies, as to financial standing and how profits compare with other Canadian life insurance companies—that is to the policyholders. Also, how they have progressed in the last ten years.

The Crown Life Insurance Company was organized in the year 1900, licensed by the Dominion department of insurance and is safe to insure with. During the past ten years the company has grown very rapidly and shows every prospect of extensive development in the future.

With this expansion and sound management the profits of the company have increased substantially and are now highly satisfactory. The operating costs of the company and the mortality rate are moderate and the interest earnings are high. These factors should combine to maintain profit at high levels. It is difficult to compare the profits of two companies except in the case of a specific type of policy at a given age. This is because one company may at present pay more on one policy than another and less on a different quality. Moreover, the relative scales of profits at the present time may be materially altered before you are drawing profits on a policy placed now.

GOOD FOR HOLDING

Subscriber, Kingston.—For a valued customer we would ask you for your opinion on the Empire Life Insurance Co., Toronto, from an investor's point of view.

The Empire Life Insurance Company has been making satisfactory progress since its organization. The men in charge of the company have had considerable experience in the insurance field and are well regarded.

The life insurance business has expanded rapidly in the past ten years and shows promise of big development in the future. It is usually some years before dividends can be paid on the stock of a new company. This is on account of the necessity of building up a large field force and putting aside reserves on the business secured. When a company has built up a field force the dividends on the stock are usually constant and in many cases have been especially attractive. Hence, such stocks are regarded as a favorable investment for those who are prepared to hold them for a number of years, with the promise of rich returns later on. The president and managing director of the Empire Life is M. P. Langstaff; vice-presidents are W. Peace and S. Casey Wood, K.C., the directors are C. M. Colquhoun, G. R. Geary, F. H. Kirkpatrick, W. G. Jackson, S. R. Mackellar, A. H. Vanderburgh, Geo. D. Shaw.

SEEKING NEW LOAN

Banker, Ontario.—I enclose a notice issued by the Royal Trust Company as trustee for the bondholders of the Clyde and Sissiboo Pulp Co., re a meeting of the bondholders to consider passing a resolution to authorize the company to borrow $30,000 for the installation of washing drums, etc. Will you kindly give me what information you can as to the effect the passing of this resolution would have on the bonds and if it would affect the security of the bonds now issued, or any other information you can concerning the company?

The calling of a meeting of the Clyde and Sissiboo Pulp Co. bondholders is for the purpose of authorizing the company to secure a loan of $30,000 from Edward Lloyd, Ltd., of London, England and give as security for this loan a first mortgage against new equipment to be purchased with the money. This includes new drums, a sawmill and a dam. We understand this loan will not rank ahead of the present bonds in respect of the other assets of the company. As the new equipment will effect economies in the operation of the plant, and the cost is not great, those interested in the company feel it advisable to accept the offer. Edward Lloyd, Ltd., is a large concern which is now selling the output of the Clyde and Sissiboo Company since the failure of Becker & Co., pulp merchants, some time ago. We understand both plants of the company are operating and the product is being sold satisfactorily.

IMPERIAL TRUST CO.

E. J. F., Hamilton.—There are two trust companies doing business in Toronto which bear names very much alike. Would like information respecting them, as to reliability, etc. One is called "The Imperial Canadian Trust Co.," and the other is called "The Imperial Trust Co. of Canada." It is the latter one I am particularly asking about.

The Imperial Canadian Trust Company is one of a group of financial companies operating and controlled at Winnipeg.

The Imperial Trusts Company of Canada is an entirely different company organized in 1897 with head office in Toronto. The total paid on capital stock is $238,184, and the company's funds at December 31, 1922, totalled $344,341. In addition there were guaranteed funds of $873,696 and estate, trust and agency funds of $3,850,300. This company has experienced some difficulty with real estate investments which fell into its hands through ownership of the stock of a land company. However, careful management has enabled those in charge to largely work through the difficulty and the present position seems satisfactory. As it is under regular government inspection you should find it satisfactory for doing the regular business of a trust company.

85-year-old Man Being Pursued By Relentless Montreal Stock-jobbers

". . . I am asking you in all fairness to please cancel this stock. You have already received, as I understand, $132, and of course an additional $100 for stock taken some time ago. If you do not reply favorably it means that the worry will kill him, as he cannot sleep worrying over it. I have asked you in all fairness to humanity to cancel this agreement."

The relentless pursuit of a feeble-minded, 85-year-old man by a stock-jobbing outfit in face of the above appeal, is the story of the stock-selling effort of United Iron Works and Machine Co., head office, Hawkesbury, Ont., business office, 52 St. James St., Montreal. They persuaded this aged Toronto man into signing a stock application. THE POST suggested that to withhold further payments would reduce shareholder's loss.

The stock jobbers resented THE POST'S stand. They resented the fact that the relative of the shareholder should seek outside advice. They have started a bombardment of the aged man with letters, first from their own office, and now they are coming from a lawyer. Only one of these letters, however, reached the desired goal. Then, in a flurry of excitement, the aged man sat down and wrote out a cheque for the balance due plus $6 costs which he had been told in the letter had accumulated, and sent it off. Fortunately, he failed to sign the cheque. THE POST has now in its possession letters written from United Iron Works to their aged victim under date of Feb 1, 25, March 8, 14, 15, April 22, and from the lawyer, May 1, 5, 10 and June 2.

The letters failed of their mission. The relatives refuse to let the old man pay up the balance out of his meagre hoard. The stock jobbers' latest threat is that they will take the case to court.

CURRENT OPINION

THORNTON AND HIS JOB
(Manitoba Free Press)

Strong presumptive evidence being forthcoming that Sir Henry Thornton is a big enough man to put the Canadian National Railway system on its feet, the new tactics of those who are determined to cripple the system, preparatory to its dismemberment, are directed towards making his position intolerable to a man who has any respect for himself. If Sir Henry could be driven, by a succession of pin pricks and insults, into quitting, this would be a warning to other railroad men, big enough for the job, to have nothing to do with the Canadian National Railway. The management of the road would then inevitably deteriorate; it would become the sport and prey of politicians; and there would follow rapid disintegration and ultimate collapse. This is what some of our Canadian "patriots" want; and they will work unceasingly and unscrupulously to bring it about. The more Sir Henry Thornton succeeds, the more determined they will be in their assaults upon him.

TOO MUCH GOVERNMENT
(Winnipeg Tribune)

It is not often realized how many persons are engaged in the task of legislating for Canada. Including prime ministers, cabinet ministers, senators, members of executive councils and members of legislative assemblies, there are 905 persons all told, drawing salaries for legislating for a country of 8,788,483 people—or a ratio of one lawmaker to every 9,711 of the population.

The remuneration paid to this small army of legislators amounts to well over $2,700,000 annually, exclusive of mileage and all other contingent expenses and allowances.

The federal parliament at Ottawa is composed of 235 members of the House of Commons (including 17 cabinet ministers, the Speaker, Deputy Speaker and Leader of the Opposition) and 87 senators. The annual indemnity for members and senators is $4,000, to which is added the special indemnities for ministers, amounting in all to $1,463,000.

Ontario, the largest of the provinces, with a population of 2,933,662 has 111 members in its legislative assembly who receive $1,400 annually. Adding the extra remuneration for cabinet ministers the total salaries amount to $228,400. Quebec has the luxury of two chambers with 24 members and 81 members, respectively, all drawing $2,000 each. The total payroll amounts to $279,000.

Nova Scotia, with a population of 523,837, also has two chambers, with 21 members in the first, paid $1,500, and 43 in the second, drawing $700. This amounts to $63,400 exclusive of ministers' salaries. New Brunswick, with 48 members, spends a total of $73,300 in salaries. Prince Edward Island, with 30 members, spends $15,800 exclusive of ministers' salaries.

Of the four western provinces, the cost of legislation comes highest in Alberta, where 60 members cost $175,500. British Columbia comes next with 47 members and a total payroll of $148,500; while Saskatchewan and Manitoba spend $131,200 and $118,500, respectively.

Each province has in addition, of course, a lieutenant-governor, with aides and staff and all the parliamentary officials and stenographers.

The foregoing figures support the contention of many students of government that Canada's legislative machinery is both cumbersome and costly. It is not suggested, however, that the salaries paid to ministers and private members are unduly high. Most of the latter give the country full service for the remuneration they receive. But it can hardly be disputed that Canada has too many legislators in proportion to population, and far too much governmental machinery.

THE REAL CULPRIT
(Farm and Ranch Review)

A disgusted farmer writes an exchange complaining of the railroads drawing away the labor supply in his state through the high wages they are apparently able to pay. "How can a farmer meet such competition in the labor market?" he asks, dolefully, "particularly when our produce is selling at bargain prices, and we have to pay top prices for everything we buy." The "wise guy" in the editorial chair makes the following pointed reply:

"Labor took the throne during the world's war, and still rules the roost. So long as railroads have to pay $5 a day in Pocatello for no-account farmhand 'carpenters' who can't 'chink' a knothole, and so long as builders, manufacturers and employers in all industrial lines have to pay war wages for more or less efficient help, so long the present glaring inequalities between the price on what the farmer has to sell, and that which he has to buy, will exist. Wages must come down or prices of farm products rise. We hope to see the re-adjustment completed via the latter route.

"The city laborer points to his rent to justify his wage. The landlord points to his taxes to justify his rent. Can't you all see that all this is the legacy of war? If you really want to know who is responsible for the entire situation to-day, we can tell you. His name is Hohenzollern; just plain William now. You may damn the banks, damn the railroads, damn the packers, damn the grain trade, damn the tariff, damn the labor unions, damn Wall Street, and everything else in sight, until you are blue in the face, and you will find ever looming in the background the sinister shadow of the Prussian militarism that plunged the world into staggering debt and countless bankruptcies, the inevitable aftermath of war's frightful wastes and dizzy prices.

"We have to sweat it out. We are sweating it out. A lot of people and some nations are having to begin all over again. It was some load the Prussian Mephistopheles cast upon an unsuspecting world, and we will be paying off the cost in sorrow, blasted hopes and tears for some years yet."

Well, we are sweating it out all right, and we are incidentally, letting loose a lot of profanity, which is not always well directed. It would seem that if we had a war like this three or four times in a century, the world would be in a state of perpetual bondage. But the war that was "going to end war" does not appear to have taught the civilized world anything much. Europe is still on a semi-war footing and consequently unable to buy our products so that their people can get enough to eat. It seems more important over there to own guns than to own wheat, and as long as the common people permit this point of view to prevail, the world will probably be in daily danger of a repetition of August, 1914.

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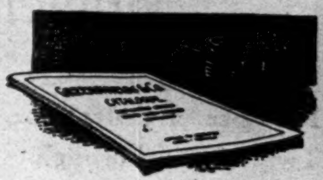

Dominion, Provincial, Municipal bonds; Montreal Tram., Quebec Power, Ogilvie, Spanish River, etc. bonds; Bell Telephone, C.P.R., Bank Stocks, etc.

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This Company is the largest manufacturer in Canada of Paperboard. The mills, situated at Campbellford and Frankford in Ontario and at Montreal, Quebec, are equipped to turn out daily 125 tons of all grades of Paperboard. The business originally was established over 35 years ago.

Complete prospectus showing assets, earnings, security, purpose of issue, engineer's report, etc., will be furnished on request.

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TORONTO, Federal Building
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NEWS AND VIEWS ABOUT BONDS

LOOK FOR ACTIVE MARKET IN BONDS IN FALL MONTHS

Floating Supplies Are Low and Force Keen Bidding

Indications of the past week point to an accumulation of money for investment in some quarters and a better reception to offerings made by dealers. A steady volume of business is being secured from private investors, and institutions, which were out of the market for a period are now considering offerings. The floating supply of bonds continues small and has induced keen bidding on the municipal issues offered for tender.

No marked change is looked for at present but there is an undercurrent of feeling that the fall months may see an active market in bonds. With a further repayment of debts in Western Canada new supplies of money will be available. To take care of this a restricted volume of mortgages is expected, while the financing of the Dominion, several provinces and large municipalities may provide attractive bond offerings.

The New York bond market has continued strong and prices, especially in the higher grade issues, have risen slightly. How far this may go to bring in United States competition for Canadian issues during the rest of the year is still a matter of conjecture.

Windsor School Bonds

An issue of $275,000, 5½ per cent., thirty-year bonds of the Windsor Roman Catholic Separate School Board was awarded to Dyment, Anderson & Co. at 96.57. Bids were:

Dyment, Anderson & Co.	96.57
Bell, Gouinlock & Co.	96.17

Award Four Issues

The city of Guelph awarded four debenture issues, totalling $204,876, to Gairdner, Clarke & Company, at 101.568. The bonds were: $106,757 5½ per cent., 10 years, for pavements; $90,102 5½ per cent., 15 years, resurfacing pavements; $8,017 5 per cent., 20 years, sidewalks. The cost basis was approximately 5.30 per cent. The bids were as follows:

Gairdner, Clarke & Co.	101.568
Matthews & Co.	101.45
Wood, Gundy & Co.	101.318
C. H. Burgess & Co.	101.315
R. A. Daly & Co.	101.27
Bell, Gouinlock & Co.	101.20
Bain, Snowball & Co.	101.157
Dyment, Anderson & Co.	101.147
Dom. Securities Corp.	101.111
MacNeill, Graham & Co.	101.01
McLeod, Young, Weir & Co.	100.92
Cochrane, Hay & Co.	100.777
A. E. Ames & Co.	100.61
Municipal Bankers' Corp.	100.405

Buy Brant Bonds

An issue of $55,000 County of Brant 5 per cent, repayable in 15 annual instalments, was awarded to Cochran, Hay & Co., on a bid of 98.217. The bids were:

Cochran, Hay	92.217
Bain, Snowball	97.896
McLeod, Young, Weir	97.88
Bell, Gouinlock	97.78
Housser, Wood	97.73
Wood, Gundy	97.71
MacNeill, Graham	97.57
R. A. Daly	97.51
Nesbitt, Thompson	97.33
Municipal Bankers	97.831
Bird, Harris	97.829
Dominion Securities	97.567
Dyment, Anderson	97.88
Matthews & Co.	98.09
McKay, McKay	96.90

Barton Bonds Awarded

Matthews & Company were awarded an issue of $25,527, 5½ per cent., 10 and 20 year bonds of the township of Barton, at 101.97. At this price the money is costing 5.30 per cent. The tenders received were:

Matthews & Co.	101.97
Gairdner, Clarke & Co.	101.93
Dyment, Anderson & Co.	101.86
Wood, Gundy & Co.	101.81
Macneill, Graham & Co.	101.53
Bell, Gouinlock & Co.	101.37
Nesbitt, Thomson & Co.	101.29
Bird, Harris & Co.	101.27
Cochran, Hay & Co.	101.17
Murray & Co.	101.04
C. H. Burgess & Co.	101.23
McLeod, Young, Weir & Co.	101

Offer Bond Issue on Border Cities Land

An issue of Border Cities Company 7 per cent., first mortgage real estate bonds is being offered by L. M. Green & Co. The bonds are a direct obligation of the company, which, with its founders, has operated successfully for over eleven years.

Under the trust agreement securing the issue the company must assign to the trustee the title in fee simple and free from all encumbrances of real estate already sold, before bonds are issued. The bonds are further secured by the deposit with the trustee of land contracts covering the sale of these properties and the unpaid balances on the contracts must not be less than 125 per cent. of the par value of the bonds outstanding. In case of a default in payment of principal or interest on the contracts cash or new contracts of equal or greater principal must be substituted.

All payments on the contracts are deposited with the trustee as a sinking fund for the bonds. The bonds are redeemable on 30 days notice at any interest date at 102 and are being offered at par to yield 7 per cent.

OPEN NEW FIRM

MONTREAL.—Mead and Company, Ltd., announce the formation of a new bond house to conduct a general bond business, dealing in government and municipal and corporation bonds. The directors, who are all well known in Canadian financial circles are as follows: Frank C. C. Mead, Lieut.-Col. William Leggatt, E. Greville Hampson, Gordon C. Wilkins and G. B. Foster.

May Bond Sales

New bond issues of Canadian municipalities, provinces and corporations in May totalled $14,069,550, and compares with $22,279,363 for the same month in 1923. For the first five months of the year the total is $154,306,941. Following is a list of the sales for the month and for five months:

Municipal	$ 5,294,550
Provincial	3,925,000
Corporation	4,850,000
Total for May	$14,069,550
Where Sold	
In Canada—	
Municipal	$ 5,294,550
Provincial	1,325,000
Corporation	4,850,000
	$11,469,550
In United States—	
Provincial	2,600,000
Year to Date	
January	x$80,354,915
February	20,485,263
March	15,938,712
April	23,458,501
May	14,069,550
	$154,306,941

x—Includes Newfoundland, $3,000,000.

TWO ASBESTOS MINES JOINED IN MERGER

Million Dollar Bond Issue Offered on Properties in Quebec's Serpentine Belt

From Our Own Correspondent

MONTREAL.—The old Black Lake Asbestos, together with Asbestos Mines figure in a merger which is now being financed. Credit Canada are offering $1,000,000 of first mortgage five years 7 per cent. bonds of Asbestos Mines. The offering is being made par with a bonus of 10 per cent. in common stock. The financing is being carried out to provide for the retirement of outstanding bonds of Asbestos Mines, for the acquisition of $620,000 of income bonds of Black Lake Asbestos and to provide new working capital.

The bonds are secured by a variety of instruments. They are a mortgage on all properties and are secured by deposit of $620,000 of income bonds of Black Lake Asbestos and of $2,000,000 of stock of Black Lake. Further, they are guaranteed by J. A. Jacobs, the president, and by Credit Canada.

The bonds are being issued by Asbestos Mines, which itself and through its subsidiary, Black Lake Asbestos, own various asbestos properties in the serpentine belt in Quebec. The book value of the properties is placed at $6,273,000.

Make Change in Sask. Assessment of Income

In the province of Saskatchewan an amendment to the Assessment Act has been passed providing that any person liable to assessment in respect of his income shall have an offset against his income tax of any taxes paid by him in respect of land and buildings thereon and business or special franchise. Under the old section, only persons who derive their income from wages or salary were allowed such an offset and then only of the taxes paid by them in respect of land and buildings.

UNLISTED BONDS
(Montreal Stock Exchange)

	Bid	Asked
Abitibi 6% 1940	..	95½
Alabama 5% 1962	74¼	75½
Algoma Steel 5% 1962	..	36¾
Belding 5% 1936	86	..
Belgo Can. Paper 6% 1943	94¾	95¼
Brompton 8% 1941	108	110
Burns, P. & Co. 6½% 1943	98	100
Can. National Rly. 5% 1954	98¼	98½
Calgary Brewing 5% 1942	78	..
Can. Steamship Lines 7% 1942	95½	96
Can. Light & Power 5% 1949	71¾	72¾
Consumers Glass 6% 1935	85½	88
Can. Steel Foundries 6% 1936	98¾	..
Dom. Iron 5% 1939	69⅞	70¼
Dom. Power 5% 1932	91	..
Dom. Textile 6% 1949	100	..
East Koot. Power 7% 1942	98¼	..
Fraser Co. 8% 1941	..	105½
Frontenac Brewery 6% 1951	..	88
G.T.P. 4% 1955	72½	..
G.T.P. Sup. 4% 1955	73	..
Holt, Renfrew 5% 1937	..	96
H. Smith Paper 7% 1941	..	95½
Lake Sup. Paper 6% 1941	104⅛	..
Laurentide Pow. 5% 1946	95½	97
Laurentian Pow. 6% 1936	95	96
Maple Leaf Milling 6½% 1943	100	101
Maisonneuve 5% 1954	96½	..
Man. Power 7% 1941	98¼	98⅞
Mattagami 7% 1949	21½	..
Montreal Pub. Ser. 5% 1942	81⅛	..
Montreal Pub. Ser. 6½% 1924	..	99
Montreal Steel Works 6% 1940	99	..
Province of Ontario 5% 1948	98¾	99
Nor. Ont. Power 6% 1931	92¾	94
N.S. Steel 6% Deb.	..	73½
Ottawa Gas 6% 1939	100	..
Ottawa Gas 5% 1934	..	99
Ontario Pulp, 6% 1931	105	..
Price Bros. 6% 1953	..	98⅜
Paton Mfg. Co. 6% 1953	..	94½
Provincial Paper 6% 1940	..	100
Porto Rico Rly. 5% 1962	..	64½
Shaw. Cotton 6% 1949	..	78
Shawinigan 5% 1934	101⅛	..
Shawinigan 5½% 1950	102	..
Shawinigan 6% 1950	103½	..
South Canada Power 6% 1948	..	101½
Spanish River 8% 1941	105¾	105¾
St. Maurice Power 6½% 1953	105¼	105¾
Toronto Power 5% 1924	99	..
Wabasso Cotton 7% 1942	..	96
Windsor Hotel 6½% 1943	100½	..
West. Koot. Power 6% 1943	99¼	..
West. Power 5% 1949	87	..
West. Power 7% 1926 debs.	98	..
Winn. Electric 6% 1943	..	91⅜
Chicoutimi Pulp 6% 1943	..	69

U. S. INVESTMENTS IN CANADA REACH IMMENSE TOTALS

Huron and Erie Manager Reviews General Conditions

In outlining the conditions which affect loaning on mortgages in Canada before the annual convention of the National Association of Real Estate Boards of Washington this week, Hume Cronyn, general manager of the Huron and Erie Mortgage Corporation, alluded to the wide powers of provincial legislatures so long as they confined themselves to subjects within their jurisdiction. Mr. Cronyn's address compared the economic machinery of Canada and the United States for financing homes.

Increasing tide of American money which seeks investment within the borders of Canada is an important source of supply for home financing in the cities of the Dominion, Mr. Cronyn said. American investments in Canada, according to figures just made public in New York, now total some two and a half billions of dollars, a sum about equal to the net national debt of Canada.

"How much of that huge sum is secured by mortgage of Canadian real estate it is impossible to ascertain," Mr. Cronyn said. "But we who are engaged in the mortgage business note year by year the increasing activity of certain of your large life companies in our own field, while in our Western Provinces members of the American Farm Mortgage Bankers' Association have been competing with us, side by side."

Fewer Sources

The speaker noted some differences in the financing of home construction between the Canadian and the American practices; there are eight main sources of money supply in the United States, but only four in Canada: insurance companies (chiefly life), trust companies, mortgage companies and private investors. Canadian commercial banks are forbidden to lend money on the security of real estate, and the few savings banks in that country limit their investments to bonds and loans on listed marketable securities.

Canada does not limit the amount of money which may be lent on real estate except in the case of life insurance companies and of trustees. The former are limited to 60 per cent. of the value of the mortgaged property; the latter to half of that value as determined by a competent appraiser. In spite of this legal freedom, however, the custom in newer sections of the country is to restrict mortgage loans to 50 per cent. of the value of the property. In older sections the percentage lent is frequently increased to 60 per cent.

The almost universal custom is that the borrower pays no commission. This burden, usually one per cent. of the loan, falls upon the lender. The borrower must pay costs of preparing the mortgage, searching title, etc., although in most cases no costs are incurred in renewing a loan. Half a century ago mortgages ran from 15 to 20 years, but now any mortgage may be paid off at the end of five years with a bonus of three months extra interest.

Mortgage loans repayable on an amortized basis are uncommon in Canada, due to the legislation which permits every mortgagor to repay at the end of five years, but fails to confer upon the lender the privilege of demanding payment. "It will be seen," said Mr. Cronyn, "that neither borrowers nor lender suffer unduly from our failure to adopt the more scientific plan of repayment."

Asks Why Economies at Toronto Are Delayed

An outline of the estimated expenditures of the city of Toronto for 1924 is given by a current pamphlet issued by the Bureau of Municipal Research. It shows the per capita estimate to be $51.54 as compared with $52.43 in 1923. In view of the small decrease and the heavy burdens which taxpayers have to bear the bureau asks why a system of centralized price getting for the municipal government and outside boards has not been established. It also asks why a survey of the civic service has not been made as outlined in a council resolution last year and why more activity has not been displayed in combining departments.

BOND MAN PASSES

E. Macrae, who died suddenly during the past week, was connected with the financial house of Wm. C. Brent & Co. Previous to his association with the firm Mr. Macrae was financial commisioner of the Anglican Forward Movement and was formerly proprietor of the Canadian Churchman.

BOND MOVEMENTS OF THE WEEK

Week Ending June 3

BONDS	Int. Rate	Due Year	Yield	Range 1923 High	Range 1923 Low	Range 1924 High	Range 1924 Low	Latest Ask	Price Bid	High	Low
Asbestos	5	1942	7.02	90	79	83½	75	79¼	—	79¼	—
Canada Bread	6	1941	6.00	100	96	102	99	100½	100	100	—
Dominion Iron	5	1929	6.92	94	84¾	91⅝	85	—	91	91¾	—
Montreal, Power	4½	1932	5.12	95	—	95¾	92	97	95½	95¾	—
Penmans	5	1926	6.31	97	93¾	97½	95	97½	97	97	—
Quebec Rly.	5	1939	6.73	83½	68	84	80	83⅝	83½	83½	83
War Loan	5	1925	4.60	100.95	99.10	101.15	100.15	100.80	100.70	100.65	100.50
Do.	5	1931	4.90	101.80	99.80	101.90	100.15	100.75	100.65	100.70	100.65
Do.	5	1937	4.78	103.30	102.00	103.30	102.10	102.50	102.35	102.50	102.10
Victory	5½	1924	4.47	101.65	99.80	100.90	100.05	100.45	100.35	100.50	100.30
Do.	5½	1927	4.76	103.50	101.60	103.15	102.15	102.50	102.40	102.35	102.20
Do.	5½	1933	4.94	106.70	104.15	106.65	104.30	104.50	104.40	104.50	104.35
Do.	5½	1934	5.16	103.90	101.30	103.30	102.20	102.65	102.60	102.70	102.55
Do.	5½	1937	4.85	108.45	106.25	108.17	106.30	106.45	106.35	106.55	106.30
Do., Renewal	5½	1927	5.04	102.80	100.75	101.80	101.00	101.70	101.50	101.40	.....
Do., Renewal	5½	1932	5.20	103.15	100.80	102.75	101.35	102.30	102.20	102.25	102.00
Do., Refund	5	1928	4.93	99.70	98.80	100.50	99.40	100.20	100.10	100.20	100.10
Do,. Refund	5	1943	4.98	99.25	97.90	100.35	99.00	100.15	100.05	100.25	100.10

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HOWARD SMITH PAPER MILLS 7% First Ref. Mortgage Bonds *Due January*, 1941	7.20%

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Blue Sky Laws

Many Provinces have passed laws known as "Blue Sky Laws," designed to protect the public against fraudulent stock and bond offerings.

While these laws are undoubtedly good, as far as they go, we believe that investors are best protected by purchasing their securities from an investment house of character.

The June issue of our monthly booklet "Investment Securities" is now ready. Write for a copy and for particulars of our service.

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Limited

112 St. James Street, MONTREAL
111 Mountain Hill, QUEBEC
14 Central Chambers, OTTAWA
10 King Street East, TORONTO

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The Farm and Financial Difficulties of the Dakotas

By LOUIS K. BOYSEN,
Chairman Committee on Agricultural Credit Conditions, Investment Bankers' Association of America.

Originally, eastern North Dakota was held in large units operated as the largest wheat farms in the world. In the early 90's eastern North Dakota was divided into smaller farms and settled by immigrants, principally Scandinavians. They began to grow wheat because that was the easiest crop. They have been growing wheat for the last thirty-five years. In eastern North Dakota there are, of course, many good farmers who practise general farming and who are not dependent entirely on wheat; 20 per cent. in this area, however, are dependent on wheat for a living. Each year the annual production of wheat grows less per acre, as is true of any country where wheat is raised exclusively. To raise wheat a farmer works from 90 to 100 days a year. If he tries to raise general crops and live stock he must work every day. This has never suited many of the farmers in North Dakota. About nine years ago they figured that there was only one way to save agriculture and that was by law. They thought that the trouble was with the railroads, the speculators and the millers. The Non-Partisan League was started under the leadership of Arthur C. Townley, who, having failed in everything else, borrowed an automobile and went about the state telling the farmers that if they would take control of the state they could make their own credit—they could be rid of taxes, have their own packing houses, mills and stores, and be a big business to themselves. The Non-Partisan League swept everything before it in North Dakota. In five years, with Townley at its head, the people of North Dakota lost $70,000,000, and in addition, lost the confidence of the outside world. North Dakota has been broke ever since. In fact, it was so broke before the general land boom started that it never did have a land boom. This is why eastern North Dakota can now be quickly reclaimed because the North Dakota farmer has learned his lesson and is ready to listen to reason. I would be in favor of Federal legislation that would enable the eastern North Dakota farmer to purchase cattle and hogs. I believe this part of the state has a great future before it, primarily in butter, milk and hogs.

The western two-thirds of South Dakota is generally poor agricultural land with insufficient moisture, and for this reason requires little attention on our part. Generally speaking, the western two-thirds of South Dakota should not be farmed. The eastern one-third is as a general proposition very good farming land. The southeastern corner is as good land as can be found anywhere in the United States and will produce as good corn as Iowa. The trouble in eastern South Dakota has been too much credit, too much land speculation and poor banking. Both North and South Dakota have had too many banks. In South Dakota about one-tenth of the banks have failed, representing nearly one-fifth of her whole banking capital and one-tenth of her bank deposits. The South Dakota land boom exceeded that of the State of Iowa. Land that was selling on the average of $75 an acre went to $250 an acre. The Rural Credit Board of South Dakota sold $47,500,000 tax exempt bonds to eastern investors, meaning to lend the money to farmers. A lot of this money, however, was never loaned to farmers, but deposited in state banks without security. South Dakota bank deposits are guaranteed by law, which, in the light of developments, means little. Politics entered into the banking system and credit without security became the order of the day. When deflation set in, it carried with it four of the large banks at Sioux Falls. These failures tied up the reserves of nearly 200 small state banks.

INTERNATIONAL PAPER MAY NOW CHANGE POLICY

(Continued from page 1)

shares change hands within the same space of time indicates, to those inclined to speculate regarding the policies of the company, a change of some kind.

The Official Attitude

The statement issued by the board of directors, issued at the close of the meeting which elected Mr. Graustein, was clear enough. It intimates that no marked change of policy was contemplated by the new president. The board, it said, was unanimously in favor of continuing the policy of developing the company's low cost properties in Canada. A survey of its properties recently made had clearly indicated that the company's large resources could be most profitably used in this way. The construction of the big mill at Three Rivers, Quebec, had been amply justified by results and it was just a question, so far as the immediate future was concerned, whether two new machines would be installed in this mill or a new mill built at Batiscan, on the St. Lawrence, half way between Quebec City and Three Rivers.

The statement made by Mr. Dodge was a denial of a report emanating from Glens Falls, N.Y., where the company has a large mill, that its affairs had been taken over by "an engineering organization," and that it would close its Glens Falls mill and turn it into a power station. Mr. Dodge said that while eventually the waterpower controlled by the company and now being used to manufacture paper, must be used for the manufacture of electric power for commercial purposes, this was not in immediate prospect in the case of Glens Falls. Papermaking at Glens Falls, he said, would continue.

While it is generally known here that the company in common with other paper manufacturing organizations has been feeling the effects of the large volume of low cost foreign paper now being marketed in the United States, the earning power of its Three Rivers mill and its recently developed power station at Sherman Island on the upper Hudson River, was believed to have largely offset any effect this overseas competition may have had on earnings.

CIVIC AND PROVINCIAL FINANCE

TENDENCY OF TAX ARREARS TO GROW BRINGS WARNING

Toronto Commissioner Fears Effect on Market for Bonds

The action of Finance Commissioner Ross, at Toronto, in placing forcibly before the City Council the danger in the present tendency of the volume of tax arrears and debenture debt has brought much commendation in financial circles. Some Canadian municipalities have been embarrassed in past years by heavy tax arrears, but the difficulty has not as yet endangered the financial position of most municipalities. However, bond men and large investors who have been studying the situation have been alarmed at the general tendency. While a considerable proportion of tax arrears have been paid up each year, in many cases this never quite reaches the total of current arrears and the result is a larger volume of arrears for all years. The recommendation of Mr. Ross is the first public warning against the tendency.

Increase Penalties

The Commissioner states that present arrears are approximately $5,000,000 and he proposes the following remedies:

"(a) That a heavier penalty charge be made upon all taxes in arrears, beginning one month after due date, and increasing till end of fiscal year.

"(b) That a municipal court be constituted somewhat similar in character to the Division Court, (but with wider jurisdiction in the matter of amount) to deal with the claims of the city against delinquent business and income taxpayers.

"(c) That the use of distress warrants in the collection of taxes be permissible, but not compulsory.

"(d) That power be given the city to sell, within six months after the close of the fiscal year, all real property against which there are arrears of taxes."

Mr. Ross pointed out that the acceptance of this plan would make it possible in time to reduce the staff handling this branch of the public service. In urging the adoption of the measure he said further:

"There is still another factor—a far-reaching one—which, if present conditions are allowed to continue, will be felt by the taxpayers for many years to come. I refer to the adverse effect which heavy arrears must of necessity have upon the capital borrowings of the city. This point is of special importance in view of the fact that in the next few years capital projects involving possibly $60,000,000 or $70,000,000 must be undertaken. It is manifesty unfair that the action of a small minority, in neglecting or refusing to pay their taxes, should result in the city obtaining less favorable prices for the large offerings of bonds it must market."

Urges Low Expenditure

In referring to the debt situation Mr. Ross stressed the inevitable results of piling up the city's indebtedness by leaps and bounds. "We are leading up to a permanent liability of between 200 and 250 millions of dollars," he stated. "That alone is going to make it increasingly difficult for us to secure our money at satisfactory rates."

There are a number of proposed outlays for the near future, including 13 millions for the duplicate waterworks, 11 millions for the North Toronto sewerage system, possibly 5 millions for the viaduct and 2 millions for the northwest grade separation. In addition there are further Hydro and harbor expenditures. Mr. Ross asked that these projects be arranged so that the expenditure will be made over a period of years.

Coming from the Finance Commissioner of a large city like Toronto it is hoped that the frank statement of the danger in the situation will encourage responsible officials in smaller municipalities to note the trend in their administrations and enforce strict measures to overcome the difficulty.

See Advantages in a City Salvage System

From Our Own Correspondent.

WINNIPEG. — The young men's section of the Winnipeg Board of Trade has been investigating the salvage methods employed in Toronto, Montreal and American cities. According to the estimate made by the provincial fire commissioner the sum of $225,000 would have been saved in Winnipeg during the past two years had a proper salvage service been provided. It has further been estimated that the annual cost of such a service in this city would only be about $15,000.

The report prepared recommends that the practice of the other Canadian cities in making the salvage corps a charge on the municipality is to be preferred over the American system whereby the insurance companies undertake to defray the expenses of such a service.

"In the final analysis," the report states, "the public pays for the cost of the corps, whether it is handled by the insurance companies or the city. A city system is available to everyone whereas an insurance corps operates only in the high value district."

Sale of Bonds Locally Proves Disappointing

That selling bonds over the counter is not showing a profit has been clearly demonstrated in the maritime provinces. In St. John, N. B., the Catholic Diocese of St. John offered an issue of $500,000, in denominations of $50, $100, $500, and $1,000, at five per cent. selling at par and accrued interest. This issue was to cover the cost of school and recreation buildings in St. John. Two new buildings were to be constructed this year.

However, it has been announced that the construction of the buildings has been deferred indefinitely, owing to the unsatisfactory sale of the bonds. That there was a no more sound investment was generally known. The feeling is that more of the bonds would have been sold had the issue been awarded to an underwriter. That the scope was limited in the "over the counter" sale of the bonds is agreed. The delay in securing the money when bonds are sold locally and the selling costs have kept many municipalities from adopting the method. The bond houses have wide connections with institutional buyers as well as private investors.

Municipal Notes

SASKATOON EXTENSIONS

The local government board of Saskatchewan has approved the improvement program of the city of Saskatoon, involving an expenditure of $120,253. Among the items covered are the collegiate extension at a cost of $22,000.

REDUCE RED DEER DEBT

The city of Red Deer has purchased $8,000 of 6 per cent. treasury bills, which were not due until 1932. The municipality had the funds on hand and took this means of reducing its debt by that amount. Further reductions bringing the total to approximately $30,000, are expected this year.

REJECT HOTEL PROPOSAL

SYDNEY.—The attempt at Sydney, N. S., referred in last week's FINANCIAL POST, to have the city purchase $160,000 of a $400,000 bond issue to finance the building of a new hotel, has been defeated by the ratepayers. A majority of 99 was recorded against the proposal.

It is probable that the promoters will now consider an alternative proposal by Mayor McConnell to have the city lend them $160,000 cash secured by a first mortgage on the property, ranking ahead of the bond issue.

AUDIT SYDNEY BOOKS

SYDNEY.—Sensational developments in civic affairs are expected from a 20-year audit of the city's books, which will be started by experts of the Price-Waterhouse Co. within a few days. The probe will go back to 1903, the year of incorporation as a city. The citizens at a plebiscite authorized the spending of $40,000 for a complete audit, (although it is expected the search will cost only about half that amount), and the finance committee, impressed by the work of that concern at Halifax, has just awarded the contract to the Price-Waterhouse people.

VEGREVILLE TAXES DOWN

A reduction in the tax rate of Vegreville, Alta., of 8 mills from that of last year is probable. The rate for all purposes is 48 mills as against 56 for the year 1923, and 71 for the year 1922. A downward revision of the valuation of outlying lands is provided, while the new valuation of buildings shows an increase over the former valuation of approximately $100,000.

The estimates provide for a gross expenditure of $64,659, not inclusive of schools, as against $67,674 for the year 1923, and $76,372 for the year 1922. Subsidiary revenues and utility earnings for the present year are estimated $30,159, leaving $34,500 to be raised by the general municipal tax levy, as against $39,714 in 1923 and $51,853 in 1922.

For school purposes (both public and separate), the gross estimate after deducting government grants is $36,500 inclusive of reserve for non-collection, interest and tax discounts. The actual amount required to be paid to the school boards by the town being $31,500 as against $32,500 for the year 1923, and $29,300 for the year 1922.

The total to be raised by direct taxation for all purposes including both municipal and schools is $71,000 as against $72,214 in 1923, and $81,153 in the year 1922.

IMPROVE POSITION

A substantial improvement has been made in the financial position of the city of Prince Albert, according to the statement made public. In spite of the big capital debt the carrying charges and public utility costs are lower than in many other cities similarly situated. The city has an excellent water supply cutting down the fire insurance rates. The fire losses in 1922 and 1923 are said to have been the lowest of any city in Canada.

The capital debt of the city is: General, $2,775,890; electric light and power, $189,164; waterworks, $612,111; schools, $281,060. Total, $3,858,225.

The per capita figures are: General $244, utilities $253, schools $38, total $515. The sinking fund now totals about $85 per capita.

The current debt of the city totals $892,274. But of this $532,741 is the amount of capital funds misappropriated to current expenditure in 1912 and 1913, and $58,411 is a book entry showing the moneys of the utilities borrowed for the general purposes of the city. The actual current debt was therefore $291,122 at the end of 1923, comprising: Trust tax levies, $51,755; accounts payable, $10,836; sundries and deposits $14,214; consolidated bank loan, $214,317.

RATE INCREASE IN PLACES REPORTING SURPLUS IN 1923

Question Advisability of Hydro Local Store System

The movement toward increasing the rates for Hydro electric power in many municipalities throughout Ontario has brought about a storm of protest and demand for enquiry for the first time from those who have formerly paid little attention to what the Hydro Electric Power Commission and local Public Utilities Commissions, more or less directly under its control, were doing.

Not only is an increase in rates for power used for ranges, heaters, table appliances, etc., under contemplation, but an actual ban has been placed on further installations of many of these appliances in two such important cities as Ottawa and Kingston, says Hardware and Metal. In the latter case, an immediate inventory is being taken of electric ranges at present in the hands of local dealers, and permission will not be given for the connection of any further electric ranges and other appliances using more than 2,000 watts after the present stock of these appliances carried by local dealers is exhausted.

What is to be done with the costly, ornate showrooms opened in many municipalities? Why is it necessary for the Hydro to secure augmented revenues when statements have been issued recently showing that most of the places affected by the present changes earned surpluses last year on the present rates? With the new Chippawa plant producing power for $15 per horsepower, why shouldn't the Commission sell power to municipalities at a lower rate than last year instead of an increase? These are some of the questions being asked since the announcement of the changes was made.

As Hardware and Metal maintains, it is only a short time since the Hydro opened stores in many municipalities and urged people to equip their homes with electrical appliances. If the shortage of power for industrial purposes is so great that such restrictive measures must be taken, why was it necessary to open stores all over the province at a big expense?

It is hinted in some financial quarters that the Provincial Government is exerting pressure to secure from the Hydro Commission the full amount necessary to meet the sinking fund requirements. The estimate of one financial expert is that it would require nearly $16,000,000 to meet all interest payments on the capital employed in the enterprise and provide a sinking fund sufficient to retire the debt in maturity. A recent statement shows the gross revenue of the system in the neighborhood of $15,000,000. On this basis the need for more revenue is evident.

LEVY SERVICE TAX

The city of Calgary service tax will come into force on July 2. It provides for the levying of a tax on incomes of residents of the city with exemption for unmarried persons with incomes less than $800 and married persons with less than $1,500 income. For single persons tax varies from $5 on $800 incomes to $259 on all over $5,000. For others tax varies from $10 on incomes over $1,500 to the maximum of $250 on incomes over $6,500.

Property owners must pay the tax and the amount paid is allowed as an offset against their property taxes when they pay them. Employers are required to deduct the amount of the tax from the wages or salary of employees. Pensions of soldiers or sailors or their widows from the recent war and pensions received by civil servants of the Dominion of provincial governments are exempt from the tax. So also are the following: Income tax paid the Dominion government; married women without a separate income; and $125 for each dependent child.

LEMIEUX ACT EFFECTIVE

The Lemieux Act or Industrial Disputes Act has been of benefit to Canadian industry. Out of 580 disputes referred under the terms of the statute, only 36 failed to avert a strike

Tenders and By-Laws

TENDERS WANTED

June 10, Sioux Lookout.—$20,000, 6%, 10-ins. debentures. J. E. Cole, Town Clerk.

June 7, New Glasgow.—$18,000, 5%, 20-yr. debentures. James Roy, Clerk.

June 6, Portage la Prairie, Man.—$20,000, 6%, 20-ins, debentures. A. E. Ireland, Sec.-Treas.

June 17, Peterborough County.—$20,000, 5½%, 20-ins. bridge debentures. E. M. Elliott, County Clerk.

June 9, East Angus, Que.—$70,550, 6%, 20-year bonds. J. A. Girard, Sec.-Treas.

June 16, St. Joachim de Chateauguay, Que.—$18,000, 6%, 18-yr. debentures. Louis Philippe Pare, Sec.-Treas.

June 16, Dorval, Que.—$50,000, 6%, 10-yr. bonds. Horace Meloche, Sec.-Treas.

June 17, Val Brillant, Que.—$25,000, 5½%, 35-yr. serial debentures. L. Beaulieu, Sec.-Treas.

June 10, Peterborough.—$154,680, 5½ and 6%, 10, 20 and 30-yr. debentures. F. Adams, Treasurer.

June 20, Cochrane.—$40,000, 5½%, 20-ins. debentures. R. C. Mortson, Clerk and Treasurer. (See announcement on page 16.)

WEEKLY RECORD OF GOVERNMENT AND MUNICIPAL BOND SALES.

Date—	Place—	Sold To—	Rate	Term	Amount	Price	Basis
May 31	—County of Brant	Cochran, Hay & Co., Toronto	5%	15-ins.	$55,000	98.217	..
May 29	—Guelph	Gairdner, Clarke & Co., Toronto	5 & 5½%	10, 15, 20-yr.	204,876	101.568	5.30
May	—North Vancouver	Brit.-Amer. Bond Corp. and Syndicate	6 & 7%	5 & 10-yr.	43,124	99.27	..
May	—Sandwich	Geo. Carruthers & Sons	6%	20-ins.	85,573	..	..
June 3	—Windsor	Dyment, Anderson & Co., Toronto	5½%	30-yr.	275,000	96.57	..
June 2	—Barton Twp.	Matthews & Co., Toronto	5½%	10 & 20-yr.	25,527	101.97	..
		CORPORATION					
May	—United Grain Growers	Royal Securities Corp.	6%	20-yr.	$500,000	96	6.40

We deal in—

C.P.R. 5's ____ 1934
Bell Telephone 5's ____ 1925
Belgo Paper 6's 1943
Belgo Paper 7% Pref. Shares
Quebec Power 6's 1953
St. Maurice Power 6½'s ____ 1953
Wayagamack 6's 1951
Montreal Tram-Power 6's ____ 1929
Windsor Hotel 6½'s ____ 1943

Also Bonds of Provinces and the larger Canadian Cities

RENE-T. LECLERC
Incorporated
Montreal- 186, St. James St.
Quebec- 74, St. Peter St.
(ESTABLISHED [illegible])
E143

GUARANTEED
First Mortgage Bond
7%
plus generous Bonus of Common Stock

WE OFFER a short-term First Mortgage Bond which gives a very attractive yield and is at the same time amply secured.

Full particulars will be gladly furnished on request. Write to-day.

TEAR OUT

SEND ME CIRCULAR A-3
Name ....
Address ....

CREDIT-CANADA
Limitee
ESTABLISHED 1910
120 ST. JAMES ST., MONTREAL

We trade in
UNLISTED
STOCKS AND BONDS
G. C. Williams & Co.
6 King St. W., Toronto
Phone: Adel. [illegible]

MURRAY & COMPANY
Specializing in
Government, Municipal and Corporation Bonds
CONTINENTAL LIFE BUILDING
ADELAIDE 6077-78 TORONTO

VERSAILLES-VIDRICAIRE-BOULAIS
LIMITED
Investment Bankers
MONTREAL QUEBEC OTTAWA
Quebec Municipals and Industrials a Specialty

G. A. STIMSON & CO.
34-38 KING ST. E. TORONTO
GOVERNMENT, MUNICIPAL, AND RAILWAY BONDS
ESTD. LIMITED

ARE YOU IN NEED OF CAPITAL?
We are prepared to assist you in securing the capital you require to make any good proposition successful, either by loan, partnership, syndicate, incorporation or otherwise.
DOMINION BROKERAGE COMPANY,
[illegible] Federal Building, Toronto.
Adelaide [illegible]

C. C. SMITH & COMPANY
Limited
Investment Bankers
17 St. John St. Montreal
PHONE: MAIN 412

THE MONARCH LIFE
IS A
GOOD COMPANY
Provincial Offices: Toronto, Winnipeg, Regina, Saskatoon, Calgary, Edmonton, Vancouver, Victoria.

SECURITY

The Mutual Life Assurance Company of Canada, a purely mutual company with a Dominion charter and an absolutely stainless record reaching back over fifty-four years, has a special claim on the confidence of the people of this country. In addition to paying highly satisfactory dividends from year to year, the Mutual has continued to strengthen its financial position so as to provide against every possible contingency. According to the Dominion Government standard of solvency, the Mutual of Canada could pay all its claims, based on the latest mortality tables, and still have nearly ten million dollars of surplus funds.

Business in force, $269,982,566.

THE MUTUAL LIFE ASSURANCE COMPANY OF CANADA
Waterloo - - Ontario

Canada Permanent Mortgage Corporation
QUARTERLY DIVIDEND

NOTICE IS HEREBY GIVEN that a Dividend of THREE PER CENT. for the current quarter, being at the rate of
TWELVE PER CENT. PER ANNUM
on the paid-up Capital Stock of the Corporation, has been declared, and that the same will be payable
WEDNESDAY, THE SECOND DAY OF JULY
next, to Shareholders of record at the close of business on the Fourteenth day of June.

By order of the Board.
WALTER F. WATKINS, Secretary.
Toronto, May 21st, 1924.

The Independent Order of Foresters
Organized 1874
TOTAL BENEFITS
Paid to Members and their Beneficiaries
$81,000,000.00
Policies Issued from $1,000 to $5,000
G. E. BAILEY, Secretary
W. H. HUNTER, President
G. R. COTTRELLE, Treasurer

Shrewd Financiers

recognize the value of Life Insurance as a protection for their Investments and Business Interests.

The
DOMINION LIFE
Assurance Company
a well-established, strong, progressive Canadian Company issues policies to meet every need.

Head Office
WATERLOO, ONTARIO

An Actual Result

In 1904—20 Year Endowment Policy 21273 was issued for $5000.

In 1924, the Policyholder **draws $7450 Cash—being $2580 more than he paid in premiums,** besides having had protection for twenty years.

He had the option of taking $4795 in Cash and a paid-up policy for $5000.

Protection with Profit
THE Great-West Life
ASSURANCE COMPANY
HEAD OFFICE - WINNIPEG
4

The Canadian Order of Chosen Friends

Over 100 per cent. solvent. Government endorsation. Five plans for protection. Meets the wants of all.

1. Straight Life.
2. Twenty year pay life.
3. Endowment at sixty-five years.
4. A fine juvenile department.
5. A grand Sick and Funeral Benefit.

Full particulars gladly furnished by corresponding with:

WM. BENSON,
Grand Councilor,
881 Queen St. W, Toronto, Ont.

W. F. CAMPBELL,
Grand Organizer,
Hamilton, Ont.

W. F. MONTAGUE.
Grand Recorder-Treas.,
Hamilton.

INSURANCE FOR BUYER AND SELLER

ADVOCATES RIGID FIRE REGULATIONS TO REDUCE LOSSES

Big Fires in Industrial Plants Hit Companies Hard

The difficulties facing the fire insurance companies in Canada, referred to by the FINANCIAL POST last week, were emphasized this week by manager of the Insurance Department of the Canadian Manufacturers' Association in presenting his report at the annual meeting in Montreal. The report points to the per capita loss from fire of $2.82 in 1912. In 1922, according to the Dominion Fire Commissioner, this had increased to $54,390,600 or $6.20 per capita—an increase of 120 per cent. in ten years. This compares with a recorded loss in Great Britain of 90 cents per capita in 1921 and 72 cents per capita in 1922. Commenting on this, the report says:

"Unless the loss ratio of 68.19 per cent. experienced by Dominion licensed companies be materially reduced, it is obvious that it will result in an increase in insurance rates, thus adding a further burden of taxation to the manufacturers and people of the country generally."

Big Fires Common

The attention of the Association was specially directed to the heavy loss from big fires as follows:

"There were 115 fires in the Dominion during the year 1922 where the loss exceeded $100,000, in the following classes of properties:

	No.	Loss
Churches, colleges, etc..	15	$ 5,655,200
Factories and plants ...	47	9,784,290
Warehouses, stores, etc.	44	10,240,170
Miscellaneous	9	1,865,400
	115	$27,545,060

"These figures show that approximately 50 per cent. of the total loss in the Dominion was caused by a few large fires, particularly in industrial plants and mercantile institutions, emphasizing the necessity of more adequately protecting large and valuable properties."

In Ontario, where industrial development has been extensive, the complete statistics compiled by the Fire Marshal's Department show the real seriousness of the situation. In 1922 the losses paid by the insurance companies in the Province totalled $15,316,559 and the uninsured losses were $6,701,533. As the report says—the total fire losses reported in the Province of Ontario for the nine months ending September 30, 1923, amount to $14,148,470. If the losses during the last three months of the year equal the losses during the last three months of 1922 (excluding the Northern Ontario conflagration in October) the total 1923 fire loss in this province will amount to nearly eighteen and a half million dollars.

Masten Recommendations

The report quotes the recommendations of Hon. Mr. Justice Masten in his report on the Ontario Insurance Commission as follows:

"The appointment of a board of business men and experts to co-operate with the fire marshal and make recommendations which may be given the force of law by order-in-council, with respect to building regulations and fire prevention generally.

"Additional inspection of risks either by the companies or under the direction of the board and fire marshal, or both.

"Compulsory annual stock-taking in certain cases, and deposit of the stock sheets with an independent custodian outside warehouse or factory."

In another part of the report Mr. Justice Masten makes the following comments:

"This board should formulate and enforce minimum requirements in respect to the more important feature of building constructions, fire protection and fire prevention.

"Whether additional inspection is undertaken by the insurance companies or not, I am of opinion that the board above suggested, or the fire marshal, if there is no board, should be provided with a staff of inspectors to travel over the province and enforce the regulations of the board. Both the board itself and the inspectors appointed under it should be appointed on the basis of expert knowledge rather than political affiliations. This provincial inspection and enforcement should cover the local municipal regulations as well as the provincial requirements.

"There can be little doubt that if, by law, each individual in the community can be effectively impressed with the fact that he will be held personally liable for loss resulting from his own carelessness, and that he is personally incurring grave financial risk when careless about fire, it would have considerable effect in correcting carelessness and in reducing the fire loss."

Concluding, the manager of the Insurance Department says:

"It is extremely doubtful whether education and propaganda, without some measure of compulsion, will yield any visible results, except over a long term of years.

"The most immediate results will be obtained by consistent and frequent inspections by authorized persons. The machinery already exists for a very thorough system of inspections throughout the province, but, except to a very limited extent, advantage is not taken of it.

"There is, in my opinion, no reason whatever why the inspectors under the Factories Act should not be nominated assistants to the fire marshal and their duties extended to embrace the reporting of hazardous fire conditions as well as of hazardous mechanical conditions."

A resolution was adopted authorizing the executive of the Association to form a joint committee with the National Fire Prevention Association and the American Waterworks Association to further organization against fire losses in Canada.

INSURANCE LICENSES

The following insurance licenses have been issued by the Department of Insurance, Ottawa: the American Fire Insurance Corporation of New York; the Fire Reassurance Co. of N. Y.; the Rossia Insurance Company; the Central Insurance Company; the Mill Owners Mutual Fire Insurance Company; and the Northwestern Mutual Fire Association to transact tornado insurance; the United States Fire Insurance Company to issue sprinkler leakage insurance; and the Dominion of Canada Guarantee and Accident Insurance Company to issue life insurance.

MAINTAIN DIVIDENDS ON INSURANCE STOCK

Shares of Successful Companies Are Usually Held Closely

In commenting on the growing favor in which the stock of insurance companies is held in Great Britain the "Financier" of London, Eng., says:

"It is rarely that insurance companies have to reduce their dividends, and it is more frequently the case that they increase them, as several have been able to do for the year 1923, which was not altogether a favorable year for such companies.

"As the Financier has often pointed out, insurance shares are most tightly held by those fortunate enough to possess them, and hence the volume of floating stock in the market is small. This in part accounts for the sensitiveness of such shares to demand.

"The yields on such shares are not substantial, of course, for they stand in the category of the soundest investments to be found in the Stock Exchange. But investors do not buy them to-day to sell them next week. They buy such shares as more or less permanent investments, and are looking to further appreciation in market values in the future years. This appreciation will be in part the effect of cheap money, and in part the effect of still higher dividends, which there is a great probability the majority of the companies will be able to pay.

"Insurance companies are most conservatively managed, their financial positions have been greatly strengthened by the appreciation that has taken place in the past year or two in their investments, and the safety of such investments lies largely in the enormous reserves the individual companies have been able to build up in the course of years."

In Canada the same general principles operate in making insurance company stocks attractive. The one outstanding difference is that these stocks are not as a rule listed on the stock exchanges, so that it is not always so easy to secure a market to sell or price quotations. The development of several new companies is being watched by the financial community in Canada. During the early years a strenuous struggle must be made to build up field connections. When this stage is completed the ability of a company to continue successfully is more certain and an accumulation of the stock in the hands of those in close touch with the company is frequently noticed.

CHANGES IN SECURITY LIFE NOW COMPLETED

Head Office Remains at Toronto; Satisfactory Progress Recorded During Present Year

A report now being mailed to policyholders and shareholders of the Security Life Assurance Company outlines the reorganization of management which has taken place recently. The company, which was originally organized from Montreal, has had its head office in Toronto for some years. It is not intended to make a change in this respect. For some time interests connected with the company have felt that progress was not being made as rapidly as possible. Following a battle for control, Montreal interests succeeded in forcing sane changes. J. O. McCarthy, the former manager, retired, and W. O. McTaggart, vice-president, who is well known in Toronto, has acted as general manager. Mayor W. W. Hiltz, of Toronto, has been elected president. The other members of the board are B. F. Ackerman, J. F. Brown, T. M. Birkett, H. E. Charbonneau, Hon. L. A. David, K. C., M. P. P., A. Gour, Joseph Godbout, Dr. J. P. Laporte, E. Massicotte, Dr. F. A. Robickon, Dr. John W. Russell, H. C. Scholfield and Dr. D. E. St. Jacques, all of whom are well known business and professional men.

The company had over seven millions of insurance in force at the close of 1903. Attention will be directed specially at present to consolidating its financial position. The company is licensed and inspected by the Dominion Department of Insurance and maintains reserves against the business in force on the basis required by the Department. The position of the company has already shown gratifying improvement during the present year.

Accidents Show Need For Public Liability

On his claim for $10,000 damages against M. Rawlinson, Limited, George Linn, a foreman in the employ of the City of Toronto, was awarded $7,500 damages by a jury in the Supreme Court. The plaintiff claimed that his injuries resulted from being knocked down by one of the defendant company's trucks on Aug. 29, 1921, while he was performing the duties of his position with the city, and alleged negligence on the part of the driver.

It is the fact that car owners and drivers are facing the possibility of damage suits of this sort following accidents that has caused the rapid extension of the use of automobile insurance. In such cases the loss may be many times the value of the car, the purchase of which may already have taxed the owner's resources. Public liability cover takes care of these claims and the cost defending them in the Courts.

OUTLINES EARLY DIFFICULTIES IN INSURANCE FIELD

North American President Tells of Fifty Year Growth

Toronto life insurance men listened to an interesting review of early insurance conditions in Canada and the United States at the meeting of the Toronto Life Underwriters Association last week. Following the luncheon at the King Edward Hotel, L. Goldman, president and managing director of the North American Life Assurance Company, who has been engaged in life insurance work for fifty-one years and is one of the pioneers in the field in Canada, spoke of the developments from the early troubles to the present rapid growth.

The speaker drew a comparison between the system employed in England, where the companies do not develop active sales forces, as we have them in America. As a result the business of one company had dropped from a previous record of 100 millions of insurance in force to about 35 millions at the present time. Mr. Goldman showed the value of insurance men going out and showing people, to whom insurance has been a technical arrangement difficult to understand, the general principles and advantages of it.

Immense Growth

Of much encouragement to Canadians is the story of the Metropolitan Life, as told by Mr. Goldman. He referred to conditions in 1880 when the company had a large deficit and the weekly disbursements regularly exceeded the income. However, at this point a change took place and the expenses fell below the receipts, the resulting surplus increasing week by week. From this position the company developed slowly and steadily until to-day it operates all over the world and has more insurance in force and more assets than any other company, and had a total income in 1923 of $396,311,664. The company has recently established a Canadian head office at Ottawa. At the end of 1923 it had nearly 2,000,000 policies in force in Canada. This record illustrates the immense possibilities of Canadian companies, operating as they do, in a country with prospects of rapid increases in population and developed wealth.

Safety of Insurance

In referring to the history of life insurance in Canada, Mr. Goldman pointed to the low commissions paid in the early days and the tendency to increase these, bringing with it the rebating problem. This became so bad that one man paid a full premium when he applied for a policy, while his neighbor received one for the payment of only a fraction of the first regular premium. This situation was cleared up by the prohibition by law of rebating. To-day the business stands unique among financial operations in that no policyholder has lost through the failure of a life insurance company in Canada. In the case of a company which recently got into difficulty the Sun Life Assurance Company arranged to reinsure the business so that no loss was suffered by the policyholders. The strength of this position cannot be emphasized too greatly. The limitation of investments and the system of government inspection to enforce observance of the act reduce the possibility of failure to a minimum. Moreover the latent value of a large volume of business actually in force and of an operating field force in many cases makes the business of a company an attractive purchase for other companies. Add to this the interest of existing companies in protecting the public from losses, and the excellent security behind policies issued by licensed companies in Canada can be realized.

Phoenix Assurance Co. Assets Are $152,000,000

MONTREAL.—Assets of more than $150,000,000 are shown by the annual report of the Phoenix Assurance Company of London, which has reached Canada. The report indicates further advances by this 142 year old company.

In the fire branch, which is the most important, premiums amounted to $27,391,160 net. Net losses were 47.8 per cent. of this figure. Commission and expenses amounted to an additional 40.5 per cent. Fire funds now total $20,960,000.

The total assets of the company now stand at $152,356,040. In this case and in the figures previously mentioned conversion of the pound sterling is at $5 to the pound. Companies affiliated with the Phoenix are Norwich Union, Union Marine and London Guarantee and Accident. The Canadian manager is J. B. Paterson in Montreal.

APPOINT NEW SECRETARY

At the regular meeting of the board of directors of the Crown Life Insurance Company, E. J. S. Brown was appointed secretary of the company to succeed the late A. H. Selwyn Marks. Mr. Brown comes to the Crown Life with wide and successful experience in banking and for several years past was inspector of taxation for business profits and income tax in the Niagara District. In addition Mr. Brown is a trained accountant. Previous to coming to Canada he was connected with the North British and Mercantile Insurance Co., at its head office in Edinburgh.

THE
CANADA NATIONAL FIRE
INSURANCE COMPANY
HEAD OFFICE: WINNIPEG, CANADA
TOTAL ASSETS $2,928,337.62
TORONTO, 24 Adelaide St. W.
W. H. George, Superintendent of Agencies

FIRE AUTOMOBILE MARINE
British America Assurance Co.
(Incorporated 1833)
British Empire Underwriters Agency
St. Lawrence Underwriters Agency
Western Assurance Company
(Incorporated 1851)
Head Offices: 22 Wellington St., East, Toronto
INLAND TRANSPORTATION
RIOTS and STRIKES EXPLOSION

PATENTS
TRADE-MARKS
DESIGNS and SEARCHES
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THE RAMSAY CO. 273 Bank St., Ottawa

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When selecting a Trust Company as an Executor choose one whose fixed policy is to give
Financial Assistance
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PAID UP CAPITAL
AND RESERVE $1,259,430.36
The Imperial Canadian Trust Co.
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Head Office, Winnipeg.
Branches: Saskatoon, Regina, Edmonton, Calgary, Vancouver and Victoria

No Sap Streaks in Birch Floors

One of the great superiorities of Red Deer brand Birch Flooring is its uniformity of color and grain. This wonderfully durable hardwood is absolutely free of those ugly, dark green sap streaks common in other hardwoods. Red Deer brand Selected Red Birch makes a rich and striking floor for board rooms, offices of executives and rooms where a beautiful floor is necessary. For particulars write Muskoka Wood Mfg. Co., Limited, Huntsville, Ont.

Red Deer brand
birch
Hardwood
Flooring

CANADIAN BANK NOTE COMPANY,
LIMITED
ENGRAVERS and PRINTERS
BANK NOTES AND CHEQUES
CORPORATION BONDS
STOCK CERTIFICATES
MUNICIPAL DEBENTURES
AND OTHER MONETARY DOCUMENT
Head Office and Works
224 Wellington Street, OTTAWA
BRANCHES
MONTREAL TORONTO

CALGARY GROWS SHADE TREES

CALGARY.—Very few trees adorned the site of Calgary when this city was founded, but in last ten years more than 100,000 have been set, mostly poplar and spruce. About 7,000 will be set out by the city this year on the boulevards, and several thousand will be set out by private citizens.

COMPENSATION TOLL ON INDUSTRY GROWS HEAVIER EACH YEAR

Labor Presses for Higher Rates While Provinces Drop Share of Burden

PLAN NEW SCHEMES

Rehabilitation Is Latest Proposal — May Encourage Malingering—Sickness a Problem

The marked tendency of labor to demand increases in the scale of workmen's compensation is shown by a report of the Industrial Relations Committee of the C. M. A.

In Alberta, Manitoba, and Ontario, demands were made at the recent sessions of the Legislatures,—in Alberta for an increase from 55 per cent. to 75 per cent.; in Manitoba, for increased benefits to dependents; and in both Manitoba and Ontario for the contribution of money by the employers for the vocational training of injured workmen.

It does not seem to be realized by a certain section of labor or, for that matter, by certain governments, that the scale of compensation was fixed at 55 per cent. after the most careful study and consideration, having particular regard to the reasonable maintenance of workmen on the one hand, and to the danger of encouraging malingering on the other. The compenstion was stated not as an absolute amount, but as a percentage of earnings,—the idea of course, being that the amount of compensation would rise and fall automatically with the wages.

If the tendency constantly to increase the benefits is not curbed, not only will the cost of compensation become intolerable but the proper administration of the compensation acts will become impossible, is the opinion expressed.

No Provincial Aid

Ontario introduced the first scheme of workmen's compensation and it provided that the state should make a substantial contribution toward the cost of administration. The reason for this was chiefly that the setting up of a Compensation Board would relieve the ordinary civil courts of a very large amount of work, estimated at from ¼ to 1-3 of the total litigation, and thus effect a considerable direct saving to the community.

The example of Ontario was followed in some of the other provinces, but one by one they have withdrawn this contribution and now Ontario itself, on the plea of need of economy, has refused to continue the grant. The whole burden is thus cast on the Accident Fund—in other words on the employer. This is considered inequitable. The community as a whole, derives great benefit, directly and indirectly, from the establishment of new civil courts such as the Compensation Boards, but is now relieved of shouldering any of the cost.

In several provinces it has been proposed that money should be contributed by the employers to inaugurate schemes for the rehabilitation of injured workmen, and in Ontario a Government bill was passed authorizing the Compensation Board to spend up to $100,000 out of the Accident Fund for this purpose.

Investigation so far goes to show that, unless the greatest care is exercised, rehabilitation schemes may easily do more harm than good. The two chief factors that enter into the problem of getting injured men re-established in industry are:

Determination of the workman himself to get back to work and

Willingness of the employer to cooperate.

The latter is the important question and investigation has shown that the problem of rehabilitation is preeminently one of "the human equation." In other words, the man of strong, self-reliant character, even with a major injury, re-establishes himself; the man of weak character, even though his injury be a minor one, tends to lose heart and look too much for outside assistance instead of relying on himself. In the latter case there is obviously great danger of any scheme of vocational training and rehabilitation being greatly abused, to the prejudice not merely of the employer who provides the money, but of the workman himself.

Sickness in Industry

Prevention of sickness in industry. Much also has been done in recent years toward the prevention of accidents, but it is too little recognized that sickness causes infinitely more loss to industry than accidents. Thus national insurance experience in England has shown clearly that sickness causes five times as much lost time as accidents, and this is confirmed by experience in the United States. Six days lost time per worker per year from sickness has been proved to be a most conservative estimate.

With a view to coping with this problem, many of the larger American concerns have established plant medical departments and no concern which has started such a department has ever abandoned it. Where a concern is too small to employ a full-time physician by itself, the practice is adopted of joining with one or more other concerns in the same position. As regards the results of such industrial medical service statistics show such reductions as the following:

(a) From 6.5 days lost per man per year to 2.9 days, in the case of a large Ontario concern;

(b) From 8 days to 4 days per man per year in the case of a large Milwaukee company; and

(c) 75% reduction in the case of a large Massachusetts company.

Some Increase in Acreage in Alberta

From Our Own Correspondent.

CALGARY.—During the past week there has been an excellent amount of precipitation practically all over Alberta, and latest reports are to the effect that crops are coming along in an exceedingly fast manner. It is estimated that there is a slight increase in acreage compared with last year when Alberta harvested the largest crop on record for the province.

WHAT HAS PROTECTION DONE? MR. MEIGHEN ASKS AND ANSWERS

(Continued from page 10)

the sense that Macdonald conceived it, in the sense that Laurier maintained it. Long enough have we trifled with this thing; long enough have we flirted with theories suited only to a non-existent world to a world where all conditions are alike, all production on equal scale, all labour of equal standard, all markets open, all currencies at par, or suited at best to a country the very antithesis of our own. The time is coming now to settle this question, and to settle it for good. A right fiscal policy is vital to any country; it is a thousand times vital to Canada. For our part we welcome the issue. Almost anything would be better than what we have now. We are in a condition of anxious enervating suspense, industry crouching under a sword tossed between two leaders in this House, a state of perpetual premonition, a sort of endless thunder and lightning betokening a destructive storm. We are for protection—for the farm, the mine, the factory, the whole of Canada. To those of other parties in this House I say, you are either for protection or against it. If you are against protection, say so and draw your sword against it. Do not talk about tolerating it or palliating it;—if it is wrong, get rid of it and the sooner the better. On the other hand, if you are for protection stand up and say so and join the ranks of its defenders. Do not camouflage your colours by talking about a revenue tariff when you mean a tariff on goods made in Canada. Do not camouflage your colours by talking of a Laurier tariff or a Fielding tariff, or a tariff for the home or any of that meaningless humbug. Protection is protection, no matter what you call it. It is a tariff on Canadian-made goods; it does not matter what you call it. Do not flinch the issue; do not confuse the issue. Let its friends give battle to its foes. Let us have a clean, clear fight and a definite verdict and let this Dominion get on its way once more.

This country needs, yes this country must, if she is going to carry on, take to herself for her own good all the advantages she possesses. She must assert fearlessly in her law and her administration, not in any spirit of retaliation but in a spirit of self-reliance, her faith in her own resources, her unalterable determination to get for her people the full finished harvest of those resources. In tariff, in internal organization, in diplomacy, this great purpose has become more and more the guiding star of policy in other countries of the world; especially has it become more and more the fixed policy of the United States, and will be for years to come, as every one of us knows, with only small and temporary variations. And even if every other country abandoned this course—an impossible presumption—but even if they did and the United States alone persisted, this Dominion would still have to pursue it and pursue it unswervingly if we are going to sustain the contest. We must keep work in Canada if we want to keep workers in Canada.

To this great end we need every day of every year to encourage our people. East, west and centre, by our own speeches, through the press, by the conduct of parliament, to think in terms of the whole Dominion and to understand that only when they are doing so are they in reality thinking out what is best for themselves. The tariff above everything else is a matter for the nation. It is a question of national policy. The habit of thinking in sections on this subject and carelessly assuming that the loss of one is the gain of another—that habit is pernicious and disintegrating. The loss of one is the loss of all.

This question broadly understood is not a question of adjusting a balance as between Saskatchewan and Ontario, or between Manitoba and Quebec. It is not a question of Montreal as against Saltcoats, of Toronto as against Pipestone, of Halifax as against Miramichi. It is a question of Montreal as against New York, of Sydney as against Pittsburg, of Hamilton and Toronto and Kitchener as against Buffalo, and Chicago and Detroit, of British Columbia as against the Pacific states; it is a question above all of Canada as against her rivals.

The call of this hour, an imperative, appealing call, is for Canadians to think together and never to forget that Canada is one.

MONTREAL A BIG PORT

MONTREAL.—The value of Canadian products shipped out through the Port of Montreal during the fiscal year ending March was nearly double that through the next highest Canadian port, according to a report published by the Dominion Bureau of Statistics. The shipments through Montreal were valued at $189,116,000; those through Vancouver, $9,598,000. The former figures were for only eight months, while the latter were for the full twelve. Vancouver, $98,598,000. The former figures during the year, having increased from $61,718,000 in 1922-23 to $97,598,000, or nearly 60 per cent., while Montreal's gain was from $172,898,000 to $189,116,000.

NEED UNIFORMITY OF INCORPORATION AND COMPANY TAXATION

Dominion and Several Provinces Employ Different Methods and Systems

Should a company incorporate under a provincial or Dominion charter? This and the system of incorporation in the various provinces, is constantly cropping up, rising periodically as has the question of the right of provinces to tax Dominion and other provincial concerns doing business in that province.

A movement is now on foot to try and bring about a uniformity in the system of incorporation. The C. M. A. has taken a hand in this. The legislation committee says that Nova Scotia, Saskatchewan, Alberta and British Columbia have adopted the system of incorporation by registration, and in their companies acts have followed broadly the lines of English company legislation. The Dominion Parliament, and the Legislatures of Ontario, Quebec, Manitoba, Prince Edward Island and New Brunswick have, on the other hand, adopted the system of incorporation by letters patent issued in the name of the Crown by one of its officers.

The respective merits of these two systems of incorporation have been much debated. Many authorities are of the opinion that, apart from any particular advantages of the letters patent system over the registration system or vice versa, in the interests of the business community the pressing need is for the greatest possible uniformity, and for that reason advocate the adoption by the Dominion Parliament and the Provincial Legislatures of the English system of registration and as far as practicable some provision of the Imperial Companies Act. This would ensure more uniformity not only in legislation but also in the jurisprudence—a result which would be heartily welcomed both by lawyers and business men.

Though it cannot be said that anything like complete uniformity has been attained, some important clarifying principles have in recent years been laid down. It has now been completely established that a province cannot by way of enforcing a tax, suspend a company's corporate status or its power to sue and be sued. Another principle which is now well established is that a province cannot in its legislation descriminate against Dominion companies, and in favor of its own companies.

All provinces except Saskatchewan and Alberta tax companies on the basis of the amount of capital employed in that particular province, while these two still tax on the basis of authorized capital, with $500 as a maximum tax. A conference of Dominion and Provincial authorities to define taxation jurisdictions will be held in September.

CHARACTER, COURAGE NEEDED FOR SUCCESS SAYS CHAS. E. NEILL

(Continued from page 10)

Mr. Neill bought the ticket for himself. No. 13 won the necklace for Mr. Neill.

He is not altogether a banker of the old school although he recognizes the best tradition of Canadian banking. He rather startled Ottawa by his statement that he was rather in favor of government inspection of the banks if a sound scheme along that line could be worked out.

A Deep Thinking Analyst

His outstanding quality is his ability to analyze deeply and quickly. He glances over a balance sheet and it tells him the whole story in a moment. He studies a file of paper relating to some pesky account and he places his finger on the source of weakness at once. He glances over a lengthy article and finds the meat of it with editorial facility. He sees every situation at a glance. This requires a tremendous degree of concentration, but more than that the mind training going back over years. It is largely the result of study outside of immediate duties years ago. Yet to-day what do you think Mr. Neill does when his day's work is done and he goes home? He has the late President Woodrow Wilson's liking for a detective story; likes it better than anything else, except perhaps, a wild western yarn. There is an excellent tip for other business men who would like to know how to forget business completely in the evening.

Would Do It Again

Mr. Neill chose banking in preference to working in a hardware store. In the light of what he has learned about banking he states that he would make the same choice today. It is interesting to hear his views on the opportunities in Canadian banking when there is a general tendency for youth to shun the banking business. "The chances for success in Canadian banking are just as great as in any other line of business," he told me. "Our biggest problem in this bank is still to find men big enough to handle the really big jobs that we have to fill.

"You hear a lot about the small salaries we offer to boys who want to come into banking. Compare the position of the lad who goes into banking with the position of the lad who goes into medicine. The young doctor studies until he is about thirty and up to that time has been spending a great deal of money, but has not earned a cent. Then he starts to work and while he may make good the chances of making $10,000 a year in banking are better than of making that much a year in medicine. By the time a bank man is thirty he is earning a fair salary and he has had an opportunity to establish himself on a successful basis."

Mr. Neill is a rather interesting demonstration of the possibility for success in Canadian banking.

INCOMES IN U. S. PAY MUCH LESS THAN IN CANADA

Interesting Comparisons Under New States Levies

From Our Own Correspondent.

OTTAWA.—The final passage in the United States of the new income tax law, as its provisions are understood here, shows a marked reduction in levies on all incomes. On those of $4,000 and less the rate is only two per cent., or one-half of that in this country, while it is four per cent. on incomes ranging from $4,000 to $8,000. On those above $8,000 the six per cent. rate is retained, but there is a reduction in the surtaxes the rate being limited to 40 per cent. However, it looks as though a 40 per cent. increase in the estate tax rate might take with one hand away from some what is given with the other. But, of course, the estate tax becomes operative only after death.

The following tables show the amounts paid by a married man with no dependents under the Canadian income tax, as compared with the American payments under the new law:

Income	Can. Tax	U.S. Tax
3,000	40.00	7.50
4,000	80.00	22.50
5,000	126.00	37.50
6,000	178.50	57.50
7,000	283.50	87.50
9,000	504.00	167.50
10,000	619.50	207.50
14,000	1,114.00	477.50
20,000	2,089.50	1,017.50
36,000	5,533.50	3,297.50
50,000	9,649.50	6,137.50
100,000	32,749.50	22,617.50
300,000	169,249.50	109,617.50
1,000,000	696,349.50	429,616.50

As there has been no change in the United States rate on corporations, the Canadian rate thus remains two per cent. below it, which is an inducement for American capital to come across the line. Had the Mellon proposals gone into effect, this differential in favor of the American investment in this country would have almost, if not altogether, disappeared, and no doubt, would have brought about a reduction in the Canadian tax. As it is, the only change made this year is that increasing the exemption for dependent children, which is expected to reduce collections by $2,000,000 a year.

To Extend Insurance of Parcels in Post Office

MONTREAL.—It is stated in the report of the transportation committee of the Canadian Manufacturers' Association that the post office department has under consideration proposals regarding a system of insurance on parcel post from Canada to various other countries than Great Britain and Ireland with which countries such a service has already been established. The report adds that as but a relatively short time has elapsed since the introduction of the parcel post insurance service in Canada and its subsequent extension to the United States and Great Britain, it is deemed desirable by the postal authorities to proceed slowly in the matter of extending similar arrangements to other countries until such time as the results from the functioning of such arrangements that are already in effect become evident.

Your Silent Partner

A silent partner, with money, wishes to take a place in your organization but does not ask for voting power or any voice in control.

He will agree to 'team-up' with any valued official, or other person, ready to compensate in cash for the loss of this person to your firm through death.

This will maintain your credit and get you over the readjustment period when the shock comes. If you should estimate the loss at $35,000 and your official is age 42, the salary demanded by the 'silent partner' is only $1,000 a year,—to be reduced substantially year by year.

This story represents what the London Life Insurance Company can do for you under its new Jubilee Policy based upon half a century of experience.

Have one of our representatives explain the many special advantages we offer under this plan, or write the Head Office for further information.

London Life
Insurance Company
"Canada's *Industrial-Ordinary* Company"
HEAD OFFICES - LONDON, CANADA

that Home of yours
An Imperial Endowment will pay off the mortgage whether you live or die.

The IMPERIAL LIFE ASSURANCE CO.
OF CANADA
HEAD OFFICE TORONTO

When Your Banker Says—"No"

A certain business man was caught in a "tight money" situation, and the bank refused his usual accommodation, quite unexpectedly. He had to tell his employes that the pay roll would not be met until "next Monday."

On Monday his troubles were multiplied a hundredfold because of the talk his men had indulged in over the week-end, to the injury of his credit.

He had no "Emergency Reserve."

The hardest job to tackle is the "Receiver's job," because the most potent factor for success, Commercial Credit, has been destroyed.

If you are a business man, a letter from you will bring a few worth-while suggestions from the Head Office of the

Canada Life
Assurance Company
Head Office - - Toronto, Canada

2

TRAIN WORKERS FOR BUSINESS UPTURN; AVOID A SHORTAGE

Exodus of Skilled Labor Hurtful — Apprentice Training the Solution

When Canadian industry resumes normal activity, it is feared that a shortage of skilled and semi-skilled labor will be experienced, as a result of the exodus of this class of labor to the United States, during the past year. Immigration has compensated only in a small way for this loss and industrial leaders are now being urged to push ahead the training of apprentices.

Technical schools promise to help out materially in this situation. In large centres like Toronto boys and young men are showing a much greater inclination to take up trades. Mr. Kennedy, director of technical education in Toronto, finds that 19 out of 20 boys are to-day divided 50-50 between commercial life and trades. The latter are taking more seriously to their task, while the night classes of youths and young men are now jammed. In the machine shop it has been necessary to double the classes, the same with automobile and the building trades.

Surplus of Apprentices

In the matter of employment there has been a steady demand for graduates in the various trades, but there are indications, that from now on until industry improves, there will be a surplus of these graduates. There has been some criticism of employers for not taking on new apprentices and criticism of youths for not taking up trades. The stand of both is somewhat justified. Builders might be cited as an example. They have not been in a position to ensure an apprentice steady work. On the other hand, the development of new machinery, in wood-working and machine trades for example, has been such as to discourage apprentices taking up such trades.

The industrial relations committee of the C. M. A. has made the recommendation that groups of employers should take up the question of apprentices to the end that they will not suffer from a shortage of labor when normal times resume.

Ontario Suffering; Frosts in Late Season

The lateness of the growing season is manifest in both field and orchard, according to the Ontario Department of Agriculture. In many places grain will be sown this week, or supplementary crops will be put in to complete the regular acreage. Corn, potatoes, buckwheat or beans will chiefly take the place of the unsown cereals. The root crops are now being got in. In fact, field work is now showing all the activity of the ordinary mid-May season.

Orchards are coming into full bloom fully two weeks behind, and little harm was done to them by the heavy night frosts of the week before last. Strawberries, however, suffered considerably, the blossom at the time of the frost having been blackened and killed, but there is yet a prospect of a fair crop of this fruit. Grape-vines, happily, were not far enough advanced to be injured by the frost.

Fall wheat and clover were slightly checked by the frost but are now looking well. Young meadows give better promise than the older ones. More alfalfa than usual will be grown this year, and less sweet clover.

Increased Operations Iron and Steel Industry

Operations in the iron and steel industry have been slightly increased over the past week, according to Canadian Machinery. This is due, in part, to the fact that manufacturers' stocks have become depleted in those cases where curtailment of operations was somewhat drastic during the recent dearth of business, and also to the fact that increasing demand is being felt.

Shipment to consumers as a result of specifications against contracts and the steady flow of small orders, are at a notably high rate, without causing undue accumulation in dealers' hands. This would indicate that continued production at the present rate would be justified.

Smuggled Goods Hit Regular Business

From Our Own Correspondent.

MONTREAL.—Paul Joubert, the chairman of the Quebec province division of the C. M. A., told the members of that organization this week that legitimate business was being seriously interfered with by wholesale smuggling. The smuggling seemed to be carried on chiefly by rum-runners who were looking for "return cargoes," he intimated. It was especially prevalent in silks and similar goods, and the serious inroads were being made into the business of honest merchants and manufacturers.

Sugar Refineries Have Little Export Business

From Our Own Correspondent.

MONTREAL.—The sugar refineries are meeting with about the same conditions now that prevailed a year ago. Domestic sales of sugar are holding up very well, but there is still a great deal of quietness in export trade.

The volume of sugar going through the refineries shows but little change from last year.

DELUGE OF LAW

The steady additions to federal and provincial statutes has been referred to as a "Rain of Law."

On this basis the dying moments of the recent session of the Ontario Legislature treated this province to a deluge, judging from the following statistics recently compiled: 20 bills were passed through committee in one session, while third reading was given to 58 measures in the brief space of 14 minutes. Another record for the session was the putting of 9 bills through three stages in one sitting. Parliamentary bills, federal and provincial, passed in the past year total 900.

IS ADJUSTMENT NEEDED IN THE WAGES LEVEL?

A Big Factor in the Present Industrial Situation

NEW YORK.—The answer to the question how far this depression is likely to go depends mainly upon whether or not the general wage situation requires readjustment in order to afford the basis of permanent prosperity. How important is it that there shall be balanced relations between the industries? The relations between the farmers on one hand, comprising the largest single industrial group, and the wage-earning workers in the cities on the other hand, has been very much changed from what it was before the war. Comparative figures show a marked difference between the index figures for farm products and those for clothing, house furnishings, fuel, building materials and most of the things the farmer must buy. The farmers feel the injustice of this so keenly that they have been seeking legislation to artificially raise the prices of farm products to the level of pre-war relations with other commodities.

Aside from the question of fair and just relations, there is the economic question involved, says the National City Bank of New York. It is possible to maintain an inequality of compensation which judged by pre-war standards is artificial, and have even the beneficiaries of that situation enjoyed permanent prosperity? In other words, does not the economic law require a fair exchange of goods and services throughout industrial society as the price of prosperity even for the strongest groups?

The labor leaders have been very determined in their opposition to any reductions from the high wages of boom times and have boasted of their success in defeating attempts to secure them. Where such reductions have been accomplished they have not rested from their efforts to recover what they have lost, although in fact few of the wage reductions since the war have signified any loss of purchasing power over commodities.

The wage-earners have urged with much vigor that every reduction of wages diminished their buying and consuming ability, and hence had a depressing effect upon industry and trade. There is a degree of truth in this theory, but there are limitations upon its application; otherwise there would be no limit to the prosperity that might be attained simply by advancing wages, which is more than any sensible person would claim.

All students of the subject are agreed that it is not money-wages that count, but what the wage-earner finally gets for his money-wages. He would not be benefited by an increase in his normal pay if he found that his pay would buy no more afterwards than before, and this would be the case if every producer's pay went up in the same degree at the same time and all products and services went up together. But when all do not go up together some gain at the expense of the others. The aggregate of purchasing power is not increased, for what is gained by some is lost by the others. This is the weak spot in the argument for high wages as a means of increasing purchasing power.

It is a valid argument when used against a reduction of wages below the normal balance between wages and products, but not a valid argument when used in behalf of a wage scale above the normal parity with other values. Changes which have the effect of creating unbalanced relations between different branches of industry reduce purchasing power, disturb the regular exchanges, interfere with the distribution and consumption of products and make bad times.

Just now a strike is threatened in the women's wear industry in New York City. Wages in this industry were enormously increased during the war period, and have undergone little or no reduction. The demands now are for a forty-hour week, which means 8 hours per day for five days and no work on Saturdays, with other conditions which evidently would increase the costs of production. These goods are a class bought by the farming population, who in turn are supplying food to the garment workers in most cases at but little above the pre-war prices, and in some cases below them. The price relation between cloths and clothing and farm products is shown in the Bureau of Labor Statistics and the difference between the farmers' hours of labor and a forty hour week is still greater.

Canada's Century

By ARTHUR HUNT CHUTE.

When I was ten years old Canada crossed the line from the Nineteenth to the Twentieth Century. At that time Sir Wilfrid Laurier, in memorable and prophetic words, contrasted the United States and Canada. Those words kindled rosy visions. But how many of those vissions have remained up in the clouds?

Saint John, the Divine, saw the Holy City coming down from Heaven. Many, apparently, have expected to see the Canadian Nation coming down in like manner.

At ten I was told, "This is Canada's Century!"

At twenty, I was told, "This is Canada's Century!"

At thirty, like Polonius, "still harping on my daughter," they continue that refrain, "This is Canada's Century!"

I will feel pretty sick, when I am forty, fifty, sixty, and finally when I'm sipping gruel in the Old Men's Home, if they are still telling me, "This is Canada's Century!" with nothing more to show for it than the past two decades.

To wish, and not to will, is a spiritual collapse, a house built on the sand.

"Where did you come from, Sam?" someone asked a little negro boy.

"I'se jus' happened," was the reply.

Up to date, there has been altogether too much of the "I'se-jus'-happened" idea, about this Canada's Century.

The United States grasped their destiny in the Nineteenth century by their own initiative, audacity, and perseverance.

We will not become possessed of our century as a heirloom from our fathers, wrapped up in cotton wool. It will be ours only in so far as we match vision with achievement.

Professor Fisher, an American historian, turning from "manifest destiny" to less pleasant conjectures, says, that if events had been otherwise, "We (Americans) might have been a tamer, less inventive, people, like the Canadians."

The Professor must have had his eye on some of our Twentieth century sleepers when he uttered these words. It is certain he knew nothing of that iron-corpuscled breed that made Canada a name of renown aboard the eighteen-twelvers.

We have listened to our politicians chanting that Circean word "resources," until we have all been wafted into the fond conceit that we were millionaires. But, then we put our hands in our own pockets and, lo, they are still quite empty-

The truth is, we have had nothing like the progress and prosperity in Canada that we should have had.

It would have been a poor outlook for the United States if, in the first thirty years of their century, they had not made more progress, than Canada in the first thirty years of her century.

The word "resources" might, with a special appropriateness at this time, be relegated to the shelf, while we listen instead to that much more needed word, "development."

A boasting about resources that belonged to the Red Indian is a sorry pastime on the part of people that have scarce begun to unlock those same resources.

In Canada the pioneering spirit must be continually revived—the spirit of high and strenuous endeavor.

The side of the street that breeds strong men is the opposite side from Easy street.

With our century hardly yet begun, with our empire to the north, and west, as yet unconquered, ours is indeed the "Opposite side from Easy street."

If we were truly awakened to the spirit of Canada's Century, we would be as proud to say, "I'm a Canadian," in peace as we were in war.

In October, 1914, the first Canadians landed at Plymouth. Rudyard Kipling said that we "painted Plymouth pink." Rudyard is a discriminating color-man in letters. But for once, he was too pale in the choice of a word: We did not paint Plymouth pink, we painted it crimson and vermilion.

What was it that stepped ashore into the old world, with the new world troops? It was Drake, and Clive come back again. It was the audacious heart answering the lure of a great adventure.

It was glorious either to have lived, or died upon that tide. And now, while some have begun to look backward, we're needing a voice to give again the young high heart.

"The song that nerves a nation's arm is in itself a deed."

Canada's Century is waiting for that song that nerves the nation's arm, for that song which will call her back to fire, and joy, and dash, and daring, back to the light courageous hearts.

We are building a nation on the last frontier. If we have grasped the greatness of our task we must rejoice in the privilege of being Canadians.

Our veterans of France, and Flanders have returned not to peace, but to the joy of a greater struggle. If they will only fight against nature, as they fought against the Hun, it will be theirs to exclaim, "In our early days we wrought for Canada her fame, in our later years, we established her greatness."

Hope dwells not with those who are old in spirit, who are willing to rest on what their fathers did.

The hope of Canada is the youth of Canada, that can watch a young nation with the spirit of a young high heart.

We have been sending immigration agents to England, and to Europe, to bring in new citizens. That is well. But true nation building requires that we shall go to the deepest sources of our power.

What's the good of expecting to bring in fire from without, if we have not yet enkindled the fire from within?

The hydra of self-satisfaction, and self-complacency is what we wear above all else. We must look to the dreams of youth to safeguard us against this foe.'

With a special fitness a Young Italy of Mazzini's day, might be revived in a Young Canada of our own day.

Have faith in Canada, and in her century.

Envy no past time, and no past country.

Covet not the American's gold reserve, nor his estate, at present more developed than our own.

When the United States, the most prodigal and wasteful, nation on the earth, is at the end of her natural endowment, we will still be a virgin land, to whom the U.S.A. must look increasingly for necessities of mine, and field, and forest.

We need to renew our faith in Canada, and in Canada's Century.

Let old nations gaze with longing at their golden age that lies behind. When they lament, "Best times are gone," we sing, "Best times are yet to be had."

In the immortal words of Sir Wilfred, "Our horizons are not in the past, but in the future.

DEPORT REDS FROM HEAD OF THE LAKES

Sedition Preachers Are Lilkely To Be Loaded Back to Europe

"Red" leaders at Twin Cities who have been preaching sedition are now facing deportation. This hotbed of radicalism was exposed when its leaders tried to inculcate its teachings into a cultured society and tried to gain possession of their hall. The suicide of a Finn who, it was said, was being persecuted by the Reds and the directing of attention to the civil action he heard, by Mr. Justice Kelly, started provincial police and immigration authorities investigating. THE FINANCIAL POST some time ago exposed the methods of intimidating immigrants, and evidently the authorities have reached similar conclusions, for they have transferred their investigations to Europe. Their aim is to get information to warrant deporting a number of Reds who have openly preached sedition and overthrow of local government.

An organized persecution of immigrants from the moment they reach Canada until they cash in their lot with them is the method these Reds adopted to gain strength and swell their ranks.

C.M.A. MEMBERSHIP DECLINED IN YEAR

Many Resignations Forced Because of Industrial Conditions That Prevailed

MONTREAL.—With cancellations of membership to a total of 667 and applications numbering 435, the Canadian Manufacturers' Association showed a net loss of 232 members during the year ending April 30. The report of the membership committee of the association points out that cancellations have been unusually numerous, due to depressed conditions "resulting from tariff reductions and other causes." Reasons given were as follows:

Out of business	201
xNon-payment of fees	162
Resignations	107
Amalgamations of firms	39
Additional representatives no longer eligible	38
Additional representatives no longer required	38
Financially embarrassed	27
Operations restricted to local business only	15
Company re-organizations	12
Belonging to other trade organizations	12
Practically not operating	10
Other reasons not specified above	6
	667

x—Representing an adjustment covering many accounts long overdue.

The association was reorganized on a national basis in 1899, with a membership of 132 which was increased with only two setbacks until a total of 4,288 was reported in 1923; the 1924 total is given at 4,056.

Low Tariff Closed Up Hamilton Glass Plant

Canadian Libby-Owens glass plant at Hamilton is closed tight. Belgium Libby-Owens plant is operating full blast and providing 80 per cent. of the glass importations of Canada.

The reason is a low Canadian tariff and depreciated European currencies, which enables the Belgian plant to undersell the Canadian.

The Hamilton plant costing $2,000,000 gave employment to several hundreds of men engaged directly and indirectly and 69,000 tons of freight per annum lost to the Canadian railways and 3,000,000 feet of lumber per annum, with a vast amount of supplies of all kinds such as are required to operate a plant of this magnitude. All of which business is lost to this country. John W. Hobbs says the inadequate duties are 7½ per cent. preference, 11¼ per cent. treaty rates, and 12½ per cent. general tariff.

BANKERS SHOWING DISPOSITION TO MEET PUBLIC ON INSPECTION

(Continued from page 1)

the same time there was no lack of dignity. A saving sense of humor helped him greatly.

Mr. Neill favored government inspection of banks, that is if the work were placed in the hands of a competent official, a banker of thorough experience, who, in addition to having a thorough knowledge of banking methods was capable of making an accurate estimate of values. But he frankly said that inspection in the hands of any other man would do more harm than good.

He stated the view of some of the bankers to be this: They may not think government inspection to be absolutely necessary, but they reason that if the people wants it then by all means let us have it, care being taken than an unduly expensive system is not introduced. He also believed that the banks generally would not object seriously once it was installed.

Mr. Neill had no doubt whatever that within a short time an inspector at the head office of a bank could soon ascertain whether the institution was solvent or not. In this connection he asked to be pardoned for making a personal reference. The Royal had purchased four banks, and in each case he had had to make an appraisement of their assets, and experience had demonstrated that this had been accurate, not because he had done it, but as showing that thorough examination will disclose the facts.

In another way Mr. Neill showed that he was not one of those persons who think that the banking system is a kind of Ark of the Covenant to touch which may be attended with fatal consequences. In reply to questions as to the double liability, he said he would not object to its removal, and though it might be a deterrent to capital entering banking, but he also thought that it was a protection to the depositor.

Difficulties of Guarantee

Like most other practical bankers of experience, he did not take kindly to the thought of banking being used to affect the price level. While, of course, prices might be affected to some extent by credits, still he thought that their deflation in Canada could not very well be attributed to the action of the banks. He was inclined to think that they had been affected more through reflex action from the United States.

Among other interesting statements made by Mr. Neill was one that an examination of the savings accounts of six of the largest banks in Canada had shown that 78 per cent. of them were in the form of accounts of $3,000 and under, that 12 per cent. were of $5,000 and under and only 10 per cent. above that figure. This was somewhat of an eye-opener. The question then arose in his mind, where would you get a large enough guarantee fund to insure such a large amount of deposits?

Respecting mergers, Mr. Neill said that it probably would be in the general interest to place some limitation on them, but he preferred to see a bank merge than to see it fail.

As for a comparison of the rediscounting privileges under the Finance Act, as compared with those in the United States under the federal reserve system, he thought that the former served the banks in Canada quite as well as the federal reserve system served those across the line. As money became easier, and the need of rediscounting was reduced, he thought that the profits of the federal reserve system would be much cut down, and added that some American bankers were of the opinion that it might even become an expense.

He was opposed to the suggestion that the banks should be asked to surrender their circulation privilege, and was sure that this was a case in which the interest of the borrower was better served than it would be were the note issue confined to the Government.

The Home Bank

Mr. Neill was quite of the opinion that the banks should not be asked to recoup in any way the Home Bank depositors. They should not be asked to pay one cent. One of the chief troubles of that institution arose from the fact that it had not a proper auditing system. Had a good inspector or auditor gone into the head office of that bank he could have found out within an hour or two how it stood. A bank usually did not fail through its small accounts, but through a comparatively few large ones at head office getting into bad shape.

Not One Architect in 55 Needed an Assistant

That the building industry is in for no great boom is evidenced by the fact that architects are very short of work. A young man with some architectural experience called at 55 architects' offices in Toronto looking for a position. Not an architect needed a man.

DIVIDEND NOTICE

Canadian General Electric Co., Limited

PREFERENCE STOCK DIVIDEND NO. 57

NOTICE IS HEREBY GIVEN that a Dividend of one and three-quarters per cent. for the quarter ending the 30th day of June, 1924, being at the rate of seven per cent. per annum, has been declared on the Preference Stock of the Company.

The above Dividend is payable on and after the first day of July, 1924, to Shareholders of record at the close of business on the 14th day of June, 1924.

By order of the Board.
W. H. NESBITT,
Secretary.
Toronto, May 30th, 1924.

Town of Cochrane

TENDERS FOR DEBENTURES

TENDERS will be received by the undersigned up to 6 p.m., June 20th, 1924, on an issue of Cochrane Debentures amounting to $40,000.00, with coupons attached and bearing interest 5½%, repayable in twenty equal annual instalments of principal and interest.

This issue is for the purpose of completing the sewer and waterworks extensions of the Municipality and is guaranteed by the Provincial Government.

R. C. MORTSON,
Clerk and Treasurer.

The Toronto General Trusts Corporation

DIVIDEND NO. 112

NOTICE IS HEREBY GIVEN that a dividend of three per cent. (3%) has been declared on the paid-up Capital Stock of this Corporation for the Quarter ending June 30th, 1924, being at the rate of

TWELVE PER CENT. PER ANNUM

and that the same will be payable on and after Wednesday the 2nd day of July, 1924.

The Transfer Books of the Corporation will be closed from Monday the 16th day of June, until Monday the 30th day of June, both days inclusive.

By order of the Board of Directors.
A. D. LANGMUIR,
General Manager.
Toronto, May 27th, 1924.

The Dominion Bank

NOTICE IS HEREBY GIVEN that a Dividend of three per cent. upon the paid up Capital Stock of this Institution has been declared for the quarter ending 30th June, 1924, being at the rate of twelve per cent. per annum, and that the same will be payable at the Head Office of the Bank and its Branches on and after Wednesday, the 2nd day of July, 1924, to shareholders of record of the 20th June, 1924.

By Order of the Board.
C. A. BOGERT,
General Manager.
Toronto, 23rd May, 1924.

The Wabasso Cotton Company, Limited

DIVIDEND No. 26

NOTICE IS HEREBY GIVEN that a quarterly Dividend of One Dollar ($1.00) per share has been declared on the Capital Stock of the Company, for the quarter ending 30th June, 1924, payable July 2nd, 1924, to Shareholders of record at the close of business on the 13th June, 1924.

By Order of the Board.
JAS. R. RITCHIE,
Secretary-Treasurer.
Montreal, P.Q., May 8th, 1924.

The Hamilton Provident and Loan Corporation

DIVIDEND NO. 106

NOTICE IS HEREBY GIVEN that a Dividend at the rate of TEN per cent. per annum, upon the Paid-up Capital of this Corporation, has been declared for the half year ending June 30th, 1924, payable on and after Wednesday, the 2nd day of July, next.

The Transfer Books will be closed from the 15th to the 30th of June, inclusive.

By order of the Board.
D. M. CAMERON,
General Manager.
Hamilton, June 2nd, 1924.

Dominion Textile Company, Ltd.

NOTICE OF DIVIDEND

A DIVIDEND of One Dollar ($1.00) per share on the Common Stock of DOMINION TEXTILE COMPANY, LIMITED, has been declared for the quarter ending 30th June, 1924, payable July 2nd, to shareholders of record June 14th.

By order of the Board.
JAS. H. WEBB,
Secretary-Treasurer.
Montreal, June 2nd, 1924.

The Montreal City and District Savings Bank

NOTICE IS HEREBY GIVEN that a Dividend of two dollars and fifty cents per share has been declared on the Capital Stock, called and paid up, of this Bank and will be payable at its Head Office, in this City, on and after Wednesday, July second next, to shareholders of record, Saturday, June fourteenth next, at twelve o'clock noon.

By order of the Board.
A. P. Lesperance,
General Manager.
Montreal, May 26th, 1924.

Dominion Power and Transmission Co., Limited

NOTICE IS HEREBY GIVEN that Dividend No. 51 at the rate of seven per cent. (7%) per annum on the Cumulative Preference Stock of this Company has been declared for the three months ending June 30th, 1924, and that the same is payable on July 15th, 1924, to Shareholders of record on the 30th day of June, 1924.

The Transfer Books for the Preference Stock of the Company will be closed from the 23rd day of June, 1924, to the 30th day of June, 1924, both days inclusive.

By order of the Board of Directors.
WM. C. HAWKINS,
Secretary.
Hamilton, Ont., 2nd June, 1924.